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December, 1929

# SOAP

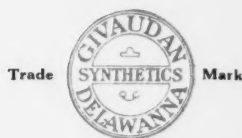
A MONTHLY MAGAZINE

for Manufacturers of Soaps of All Kinds, Disinfectants, Household Insecticides, Cleansers, Deodorants, Polishes and Allied Products.

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DECEMBER

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# SOAP

The Editor's Page

Volume Five

Number Four

## The 1930 Outlook

AS far as the soap and allied industries are concerned, 1930 should be just as good a year for business as 1929. Investigations by two representatives of SOAP through the East and Middle Western sections of the country indicate that no recession is anticipated and that a number of organizations are laying plans for material expansion. Industrial America has been shocked by the recent stock market debacle, but has not, as we analyze it, been seriously affected as to business volume or credit.

In the soap industry, the glycerine situation remains unsatisfactory and the tariff question still hangs fire, but business on the whole is good and is likely to continue good. There are no mysterious or insidious influences waiting in the shadows to steal away profits after the first of the year. Things are just about as they have been for some several years past. The stage seems to be set for a good year in 1930, and it will be good if we make it so and do not get scared to death every time we see our own shadows.

## The Great Discovery

THE United States Senate has recently discovered that there are lobbyists in Washington who have upon occasion attempted to influence the course of legislation. This momentous "discovery" should earn for our present august body of Senators a place in the Hall of Fame along with Columbus, the discoverer of America, and Will Rogers, who discovered how funny Congress really can be at times.

The apparent horror with which the Senate has reacted to the "discovery" leads us to believe that the American stage has been robbed of many a great actor. Paid lobbyists in Washington? The indignant surprise at the "discovery" is worthy of a broad grin. We wonder who Congress thought these gentlemen were.

It is about time that the pose of holy innocence on the part of some members of Con-

gress were discarded. To register great surprise when it is "discovered" that Washington is literally alive with lobbyists, is pure unadulterated fakery, and the member of Congress who does it, is acting a lie. Any member of Congress who does not know and has not known that every conceivable type of lobby exists in Washington, just as it does in every state capitol and every other seat of government, should be a candidate for a home for the feeble-minded.

As for the lobbyists, we cannot arouse ourselves to any great indignation against them or the manufacturers who support them. We cannot see what is wrong in a group of manufacturers paying for the services of an expert who knows legislation, legislative methods, and practical politics, and who can direct and coordinate the efforts of the manufacturers for or against legislation which directly affects their businesses. We have had lobbyists in Washington for years and years, and we cannot see that the country has suffered a great deal as a result of their activities. Why the present time should be selected to become excited over them, we do not know.

The next thing, be prepared to hear that a great soap lobby is active in Washington, planning to drown out the life of the American farmer with a flood of foreign vegetable oils.

## The Work on Glycerine Analysis

THE manner in which the laboratories of most of the leading soap companies, and several outside laboratories also, cooperated in working out standard methods of procedure in glycerine analysis, is noteworthy. The success of the *Soap Section* of the American Oil Chemists Society in this, its first cooperative scientific effort, is unusual. Those of the *Soap Section* who organized and took part in this work are to be commended. Glycerine analysis becomes standardized not only in method, but in nomenclature and interpretation of results. The active cooperation and success in the case of glycerine augurs well for future work of a like nature by the *Soap Section*.

**Insecticide and Disinfectant Section Begins on Page 87**

## Let's Go to Work!

**F**OR the last few weeks, a good part of business America has drifted away from the work-bench to cock an excited eye at the biggest crap game the world has ever seen. In fact, all too many of our amateur economists have taken literally the engaging admonition: "Reach for a Lucky instead of a Sweet!" The time comes when the best handler of the Rolling Dominoes cannot make another pass, and the arrival of that time is signaled by the crash through their margins of the finest bunch of industrial securities that ever declared an extra.

Well, that's that—and it's pretty well all over, except for an occasional bird who has lost everything but his ego, and who hurls himself from a high window with complete disregard for the busy people who are really going somewhere on the sidewalks below. But—while they're clearing up the empties—let's not forget that Jim Rural, out on his place in Indiana, is figuring on a new corn-crib and on tilling that east-forty of good bottom land. Let's not forget that, same as ever, Joe Normal of Pretty Prairie is putting in a new lighting plant, which means the Missus soon will be wanting a Kohler bathtub, and all the fixings. Let's not overlook the fact that all the young Jim's and Joe's and Susan's and Mary's are getting married as usual, and need household furnishings and

installment accommodations for the afterglow.

Let's not forget that millions upon millions of regular folks throughout this grand, greatly-desiring, gorgeously-spending America need power, heat, light, food, transportation, recreation and adornment, same as always. They'll go on wearing out Goodyear Tires, eating Post Toasties and drinking Maxwell House Coffee, buying new Buicks and Fords, just as before. They'll go on walking a mile for a Camel, stepping out of the short skirts for the new long ones, moving into suburbs for more air for the baby, taking an evening off for the talkies, in the future as in the past. They'll go on dreaming, and earning, and buying—in that lavish fashion that has always characterized the shortest-memoried and longest-confidenced people that ever lived. They'll continue to constitute, for the man or manufacturer who deserves it, the *biggest, richest, most responsive market in the world!*

There's the picture, Mister, unraveled from the ticker tape—what do you say: Let's go to work! If you make a product that people need or can be made to desire, dig in your Wingfoot Heels and let's go.

ERWIN, WASEY & Co.,  
in the *New York Times*.



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# The Future of the World's TALLOW PRODUCTION

BY E. L. THOMAS

*Foodstuffs Division, Department of Commerce*



ALLOW production naturally is centered in large cattle and sheep raising countries. Argentina, Uruguay and Brazil in South America, Australia, New Zealand, South Africa, Canada and the United States may be thus enumerated. The greater part of the tallow output of producing countries makes up Europe's deficiencies in fats. However, Japan must not be overlooked as a fast expanding market, because her imports of Australian tallow in 1927 were five times greater than they were in 1913 and nearly twice the volume of imports in 1920.

Although tallow is an important by-product of the packing industry, it is subject to the inexorable rule of supply and demand exactly the same as any other commodity. Therefore, if the movement of tallow to the largest of the world's consuming markets, Europe, exhibits a declining tendency, shortage of supplies need not necessarily be assigned as the reason. Be it remembered first of all that Europe has repaired the ravages war wrought to its herds of food animals and that in the instances of certain countries, there are more animals now than there were in the years immediately preceding the Great War. But the primary cause of the decreasing export volume of tallow to Europe is not larger herds of domestic animals. Europe has found in vegetable oils cheaper fats for both food and industrial purposes.

Australia and New Zealand have fewer cattle now than in 1923, Australia's reduction

being the greater, 17 per cent less in 1927 than the count of 14,337,000 heads in the earlier year. New Zealand's cattle numbers decreased 6 per cent between 1923 and 1928, in the former year reporting 3,481,000 cattle. Dissatisfaction with returns, protracted droughts

and bigger profits from sheep have combined to make the cattlemen's discouragement widespread in both dominions. Both countries have range lands better suited to sheep than cattle. This has been a large factor in bringing about an expansion of 36 per cent in the Australian sheep industry between the years 1923 and 1928, in the latter year, the census accounting for 99,216,000. Australia was grazing as many as 104,267,000 sheep in 1927. New Zealand's

**FIFTEEN** years in close contact with the production and marketing of tallow, and in studying the world's supply and demand for this important soap-making commodity, places Mr. Thomas in a position where he is eminently qualified to look into the future of tallow supplies with experienced eyes. He sees no good reasons for an inadequate tallow supply in the future or the complete replacement of tallow with vegetable fats in soap-making, although, as he points out, it is possible of replacement to a much greater extent than now practiced.—The Editors.

advance in the sheep industry has not been as spectacular, but nevertheless has grown from 23,081,000 sheep in 1923 to over 27 millions last year, a gain of 17½ per cent. In the face of these figures, certainly no recession in export tallow volume should occur in the immediate future.

Up to the present, tallow exports from South Africa (and Rhodesia) have commanded little attention. Still these two countries with 1,200,000 more cattle in 1927 than they possessed in 1923 (figure for 1923, 11,408,000 heads) must not be left out of consideration as potentially large producers and exporters of the future. Again, sheep in South Africa are greater in numbers by an accession of 9,200,000 heads to the flocks of that country between 1923 and 1928—nearly 30 per cent gain. This is added reason for anticipating increased tallow production.

Argentina, despite liquidations in cattle six years ago which gave impetus to the transition of a portion of the former cattle lands into sheep and hog ranches, still ranks as the outstanding tallow producer of the world next to the United States, probably because there has been no further retrenchment since surplus stocks were slaughtered between 1922 and 1925. In 1920, exports from Argentina were 106,000,000 pounds in round figures, 260,000,000 pounds in 1924 and finally in 1926, 201,000,000 pounds. Still, 1926 was too soon after the years of reverses suffered by the cattle industry for the effects to be felt and later years may confirm the anticipated reduction in tallow production. In this connection, the official census of Argentina for last year indicated 7 per cent fewer cattle than in 1922. This is a definite shrinkage in cattle numbers. But on the other hand, less than 8 per cent of all the cattle in Argentina went to killing establishments last year and although a larger percentage are beef types each year, the increasing preference for lighter beef means that a greater number of younger beef animals are being converted into food annually thereby reducing tallow yields.

**I**N the event that Argentina should not maintain its present pace as a tallow producer and exporter, Brazil with an equal number of cattle and closer attention being devoted each year to herd improvement, should be able to make up Argentina's shortcomings in this respect. The increase in Brazil's ex-

ports of tallow in recent years is a gauge to the growing importance of beef production in that country. In 1913, Brazil's exports were only 9,810 pounds. An export volume of roughly eight million pounds in 1920 indicates rapid progress but in 1922 exports exhibited a phenomenal growth. That year they were well in excess of 28,000,000 pounds, but dropped off two years later to about six million pounds. Notwithstanding these fluctuations, it may be asserted confidently that Brazil can be relied upon to furnish a substantial proportion of the world's tallow needs in the future.

Uruguay, third in importance among the South American countries as a raiser of livestock, has had practically a stationary number of cattle, eight million heads each year since 1916 but during that time, sheep have increased from 11½ millions to an estimated total of 18 millions last year. It would seem paradoxical, but it is true, nevertheless, that Uruguay's tallow exports dropped from 29 million pounds in 1913 to approximately 17½ million pounds in 1926. There is justification for anticipating, however, that exports will be augmented simultaneously with a further extension of sheep raising.

South America is becoming industrialized at a faster rate than Australia and New Zealand, because of larger populations and the added fact that each country is a separate political entity. This is especially true of the three countries already discussed. Industrial independence in any measure develops consump-



The Beef Industry Is Still an Important Source of Revenue in the United States. A Typical Herd on the Range in Northern Montana.—P. & A. Photo.



**A California Stock Yard. The Sheep Raising Industry Is Becoming a More Important Source of Industrial Animal Fat.—P. & A. Photo.**

tion of domestic raw materials and fats are in that category. As South America achieves industrial progress more fats will be required to meet the demands of home consumers. But here again oilseeds loom large as offering probable competition to animal fats in future years. Indeed, there are supplies of such raw materials in South America of unknown dimensions which fact has led some writers to assert that the southern hemisphere was an unexploited gold mine in this respect. It is surely reasonable to expect that this vast reservoir of oleaginous raw materials will be tapped some day. What the effects will be on South American tallow supplies can only be conjectured at this time, but oilseeds in all probability will not constitute a serious threat in view of the constantly growing needs of the world.

**T**HE extent to which the United States is no longer self-sustaining in the production of fats is demonstrated by the tremendous growth of our import trade in edible and commercial vegetable oils and the sharp decline in our exports of tallows. It is conceded that tallow supplies available from other sources at more favorable price levels may have been responsible for keeping an increasing percentage of American tallow at home. Still, the chief reason has been the capacity of American consumers to absorb more of

the home production each succeeding year.

Beef production in the United States was less last year than for any year since the war period, but annual slaughterings maintained an average of 14,100,000 heads of cattle for each of the five years preceding last year when 12,450,000 heads were reported as being killed. Per capita consumption of beef was down to 51.7 pounds last year from a figure of 61.6 pounds in 1919. The preliminary estimate of beef cattle in the United States on the first of this year revealed a reduction of 19 per cent in numbers from 1920 when we had 68,871,000 heads. These facts are cited because they emphasize what should be happening to our tallow production. Also, we must not forget that the cattle we are slaughtering carry a lighter average weight per head because we are killing younger animals now than was the case ten years ago.

Let us see, therefore, whether our tallow production is really any lighter. Statistics reflect just the opposite condition. Our total volume of edible and inedible tallow production in 1919 reached 288 million pounds and was reported as 440 million pounds in 1924. Last year, production was slightly under 432 million pounds. Throughout the balance of the past five years, it has been around this last figure except in 1926 which was a record year with 483½ million pounds. No account

(Turn to Page 127)

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Say you saw it in SOAP!

# Standardization of Methods in GLYCERINE ANALYSIS

*Summary of Results of Cooperative Study on Glycerine  
by Soap Section, American Oil Chemists' Society*

*Reported by W. A. PETERSON, Secretary*

THE committee is glad to be able to announce that the work on the standardization of the A. O. C. S. crude glycerine sample is complete and an accepted analysis can be reported at this time. Results in close agreement have been received from 16 laboratories. These values have been averaged according to a method agreed upon by the committee, with the final accepted averages shown in the following tabulation as "average C." This final average is considered as representing the most accurate results obtainable by the International Acetin Method for crude glycerine on the sample under examination and is to be the accepted analysis for the A. O. C. S. Standard Crude Glycerine

sample. The results of the individual laboratories and the derivation of the final average is given in the tabulation below. Considering the fact that the analysis of a crude glycerine by the International Acetin Method is rather difficult, the agreement shown by 16 different laboratories is exceptionally good. The I. A. M. does not prescribe definitely the method to be used in standardizing the acid. In the opinion of the committee this should be more specifically defined. With this in view, the committee submits two methods; one for the standardization of normal sulphuric acid and an alternate one for hydrochloric acid for consideration by the proper committee of the A. O. C. S., to the

A. O. C. S. Standard Sample Crude Glycerine						
Lab.	% Total Acetylizable	% Acetin Residue	Glycerol % True	% Total Residue at 160° C	% Ash	% Organic Residue
(1)	83.73	.53	83.20	10.20	8.54	1.66
(2)	83.69	.53	83.34	10.52	8.61	1.91
(3)	83.56	.54	83.02	10.75	8.79	1.96
(4)	83.77	.54	83.23	10.45	8.52	1.93
(5)	83.85	.42	83.43	10.14	8.69	1.45
(6)	83.70	.46	83.24	10.10	8.85	1.23
(7)	83.45	.20	83.25	10.19	8.82	1.37
(8)	83.93	.52	83.41	10.61	9.11	1.50
(9)	83.72	.25	83.47	10.00	9.02	.98
(10)	83.71	.44	83.27	10.61	8.56	2.05
(11)	83.89	.76	83.13	10.00	8.93	1.07
(12)	83.90	.44	83.46	10.27	8.61	1.66
(13)	84.03	.57	83.46	10.32	8.79	1.53
(14)	83.87	.68	83.19	10.27	8.73	1.54
(15)	83.90	.73	83.17	10.78	8.87	1.91
(16)	83.29	.23	83.06	10.37	8.80	1.57
Ave. (a)	83.75	.48	83.27	10.35	8.77	1.58
From Above Averages						
	Excl. Items more than .25 from Ave. (a)	Excl. Items more than .25 from Ave. (a)		Excl. Items more than .50 from Ave. (a)	Excl. Items more than .25 from Ave. (a)	
	Items 7, 13 & 16 out	Items 7 & 11 out		No items out	Item 8 out	
Ave. (b)	83.79	.48	83.31	10.35	8.74	1.61
	Excl. Items more than .20 from Ave. (b)	Excl. Items more than .15 from Ave. (b)		Excl. Items more than .25 from Ave. (b)	Excl. Items more than .15 from Ave. (b)	
	Items 3, 7, 13 & 16 out	Items 7, 9, 11, 14, 15 & 16 out		Items 3, 8, 9, 10, 11 & 15 out	Items 1, 4, 8, 9, 10 & 11 out	
Ave. (c)	83.81	.48	83.33	10.28	8.76	1.52



end that if it be considered advisable these methods might be inserted in the "A. O. C. S. Standard Methods." The method follows:

*Standardization of Normal Sulphuric  
Acid Against Sodium Carbonate*

### The $\text{Na}_2\text{CO}_3$

The  $\text{Na}_2\text{CO}_3$  may best be prepared by precipitating  $\text{NaHCO}_3$  from a cold solution of pure  $\text{Na}_2\text{CO}_3$  by saturating the solution with  $\text{CO}_2$  gas. The  $\text{NaHCO}_3$  filtered, washed two or three times with cold distilled water, and heated in the air (in an oven or other air bath) to constant weight at a temperature not above  $270^\circ \text{C}$ . This produces  $\text{Na}_2\text{CO}_3$  of definite purity. Sodium carbonate, or bicarbonate, known to be of a satisfactory quality and specially prepared for standardization use by reputable manufacturers, laboratories, chemical societies or government bureaus, may be employed. The A. O. C. S. has a suitable  $\text{Na}_2\text{CO}_3$ .

### The Acid

Use C. P. sulphuric acid 1.835-1.84 sp. gr. For each liter of solution use 30 cc of the C. P. acid making up to 1 liter with distilled water. This approximate solution will have a normality of around 1.03-1.04 and is to be adjusted to exact normality later.

### The Burette

The burette must have a Bureau of Standards certificate. A 50 cc burette is preferred.

### The Indicator

Methyl orange of indicator quality must be used as the indicator; 1 gram of methyl orange to a liter of distilled water.

### The Technic

Put 10-15 g. of the special  $\text{Na}_2\text{CO}_3$  (or  $\text{NaHCO}_3$ ) in a platinum dish or crucible and heat to constant weight at a temperature of  $260$ - $270^\circ \text{C}$ . but not to exceed  $270^\circ \text{C}$ . This usually does not take over an hour. Then cool dish and contents in a desiccator. Weigh accurately 2 to 2.2 g. of the constant weight  $\text{Na}_2\text{CO}_3$  in an aluminum weighing pan or small porcelain dish and brush into a suitable flask (250-500 cc Erlenmeyer, or a liter Florence flask). Add 50 to 150 cc of distilled water, the quantity depending on size of flask used, and dissolve the carbonate without heating. Add 2 drops of methyl orange indicator, 3 drops if 150 cc, and titrate with the  $\text{H}_2\text{SO}_4$  solution using a burette with B. of S. Certificate.

### Calculation:

$$\frac{\text{Wt. of } \text{Na}_2\text{CO}_3}{\text{cc titration} \times .053} = \text{Normality}$$

The normality should be over one for easy adjustment—suppose it comes 1.0400 normality. Dilution to approach exact normality: To calculate the amount of water to add to approach normality, multiply the volume by the normality and subtract the volume, thus: Suppose about 10 liters of solution are to be made up and the exact volume to be diluted is 9900 cc with 1.0400 normality;  $(9900 \times 1.0400) - 9900 = 396$  cc of  $\text{H}_2\text{O}$  indicated to give a normality of 1. Add, however, only about 90%, say, of the 396 cc. Less than the exact amount is added to prevent obtaining a solution below normal, which is harder to adjust. Once again determine the normality of the diluted solution and again dilute as before. For the third time obtain the normality of the solution and dilute with the amount of water indicated to make perfectly normal. The solution should now be very close to precisely normal. Consider the solution standardized when duplicate titrations agree within 0.001 in normality, using the average as the normality of the acid solution. If this last normality is not precisely 1, the solution may, if desired, be finally adjusted to the exact normality of 1 if it is not desired to use a factor.

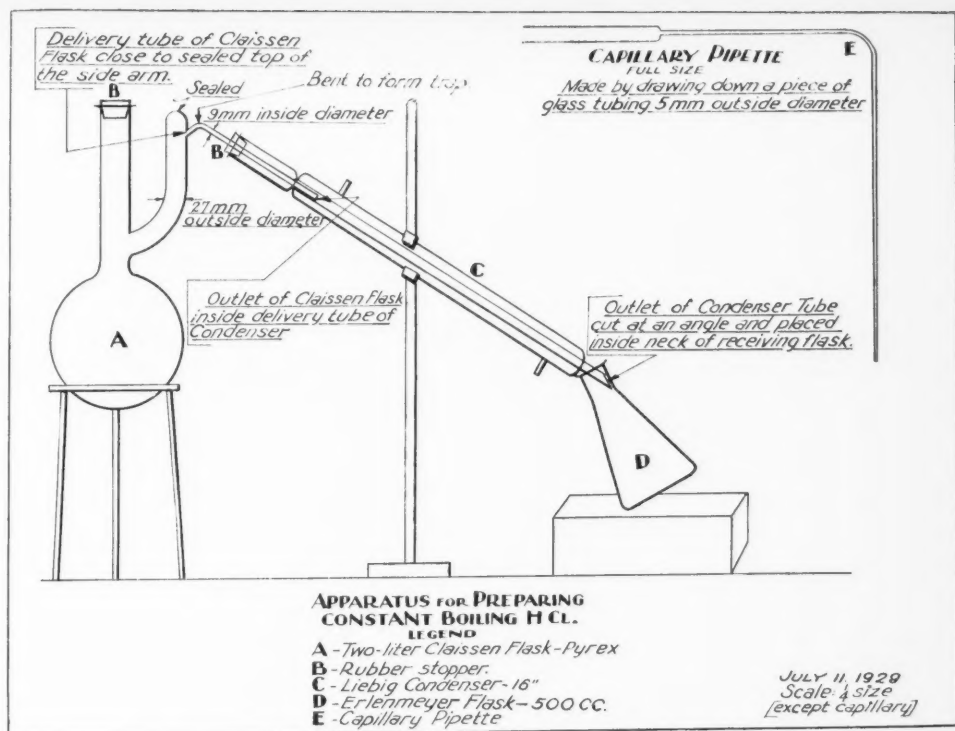
In connection with the titration: At the first appearance of red, place a small funnel in the mouth of the flask and boil for 10 minutes to remove the dissolved  $\text{CO}_2$ . The solution is then cooled and the titration carried to the first color change.

If the temperature at which the titration is made is other than the standard temperature of  $20^\circ \text{C}$ ., a temperature correction must be made. The temperature correction table is given below. The corrections are for each 100 cc used.

Corrections for Temperature per 100 cc			
$^\circ \text{C}$	cc	$^\circ \text{C}$	cc
15	+0.13	23	-0.09
16	+0.11	24	-0.12
17	+0.08	25	-0.15
18	+0.06	26	-0.18
19	+0.03	27	-0.21
20	0.00	28	-0.25
21	-0.02	29	-0.28
22	-0.06	30	-0.31

(NOTE: Foulre and Osborne, Department of Chemistry, Ohio State University, have studied the preparation and use of sodium bicarbonate as an ultimate standard. They have found that heating it in air above  $270^\circ \text{C}$  causes some decomposition. If heating and subsequent cooling is conducted in an atmosphere of carbon dioxide, the temperature may be above  $270^\circ \text{C}$ . This investigation is to be published in the near future.)

Private communication to Dr. W. W. Mills, Mellon Institute Analyst.



### Preparing Acid Solution

THE method of preparing a master solution of hydrochloric acid is to weigh out a definite amount of constant boiling solution of hydrochloric acid and dilute this to a certain volume. The following table gives the composition of a constant boiling solution prepared at various barometric pressures:

Barometric Pressure	Per Cent HCl	Grams Constant Boiling Distillate Containing 1 mol. HCl
770	20.218	180.390
760	20.242	180.170
750	20.266	179.960
740	20.290	179.745
730	20.314	179.530

Since the composition of the distillate is a straight line function of the pressure within the usual range, extrapolation may be employed for pressures between the points given.

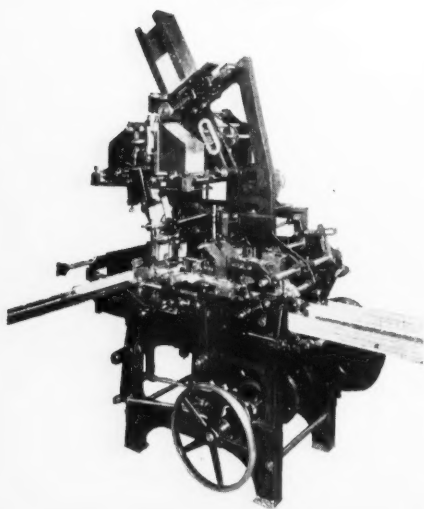
(Hulett and Bonner, J. Amer. Chem. Soc., 31390.)

The following apparatus has been found desirable for the preparation of the constant boiling acid. (Description of apparatus and technique furnished by Dr. E. P. Clark, of the Bureau of Chemistry and Soils of the U. S. Dept. of Agriculture, in a private communication dated May 29, 1929.) The accompanying sketch illustrates the set-up.

The distillation flask (A) is a two liter pyrex Claissen flask with the side tube sealed at the top. A small piece of crumpled platinum foil is placed in the flask to cause steady boiling. 750 cc of reagent quality concentrated hydrochloric acid are diluted with 750 cc of distilled water. This is placed in the flask and the solution is distilled at a slow rate, using a Liebig condenser (C); when  $\frac{3}{4}$  has been distilled off, change the receiver (D)—a 500 cc Erlenmeyer flask—and collect as much of the remainder as is desirable. The last fraction is the constant boiling solution and, if the barometric pressure is noted, the exact weight of HCl in this distillate may be calculated from the table given above. By weighing out the requisite amount of the constant boiling acid and diluting with distilled water to one liter, or any other volume, a solution of the desired normality may be prepared. In weighing the liquid it is desirable to tare the flask, add approximately the desired quantity, and finally get the exact weight by adding or subtracting the necessary amount by means of a capillary pipette (E) bent at right angles as shown in the sketch. The pipette may be made from a small piece of glass tubing about 5 mm outside diameter.

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# High-speed Wrapping



**TOILET SOAP WRAPPING** must be perfect—smooth, neat, beyond criticism.

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Say you saw it in SOAP!

# The SIGNATURE as a Soap TRADE MARK

## *A Brief Discussion of the Williams Versus Williams Trade Mark Case and Decision*

By WALDON FAWCETT



THAT recent legal bout, already briefly mentioned in *Soap*, between the J. B. Williams Company and Ernest W. Williams, really deserves closer and more detailed scrutiny in soap circles. On the face of the thing, this episode may appear to be no more than a personal affair between two houses in the trade who are in conflict over the official title under which their respective goods are to be sold. In reality, there is, behind this debate by individual firms, a business issue—a competitive moral, that is broadly significant for soap marketers at large.

Signatures on soap, branding by autograph—this subject in its entirety stands behind the contest over the Williams signature. For the sake of the state of information in the soap industry at large, it is truly fortunate that the Williams breach occurred when it did. Because the time has come when it behooves the majority of soap producers to realize just what rules are laid down under Federal law for the use of commercial signatures on merchandise.

Several reasons there are for this sharpening importance of signatures as soap brands, apart from the generally applicable one that mere growth of competition is quickening, all the while, the scramble for suitable, recognizable clues in distribution. On top of that, there is an urge in the fashion to hold a trade mark up to the public as a bond or guaranty of commodity quality and integrity. And, obviously, a reproduction of a penned name conveys with especial force the idea of an intimate pledge. In the case of soap and other articles for personal use, it seems particularly appropriate that the founder or head of a business should personally subscribe, so to speak, to the warranty conveyed by this form of trade-mark endorsement.

What, more than all else though, has con-

spired to give vogue to the autograph signature as a trade mark is the discovery by an increasing number of business men of the secret that a signature, at its best, is the unassailable, trouble-proof form of trade mark. In these days of trade mark congestion, with versions of the more popular brand-forms treading closely on one another's heels, there is welcome for any branding agency which will spare its owner the recurring worries over trade mark infringement. The mere fact that almost never is a bona-fide autograph signature refused registration at Uncle Sam's clearing house for trade marks has been enough to set off the average litigation-dodging executive as soon as he hears of it.

THIS comparative immunity confers another boon that is not lightly esteemed in sophisticated business circles. It provides the means of taking exception to the general prohibition upon the use of mere surnames or corporate names as trade marks. As many readers of *SOAP* know to their sorrow, Uncle Sam has an insurmountable prejudice against the enrollment, at the U. S. Patent Office, of bare-faced business names. Woe to the individual or the firm that seems to fortify as a trade mark a conventional name plate or a corporate caption, as ordinarily typed. The one and only escape from this ban on mere names is to present the otherwise ineligible subject matter "written in some particular or distinctive manner."

In such a dilemma, the autograph signature offers the one sure means of salvation. Always, it has been a moot question what constitutes "distinctive" display of a surname or partnership name within the meaning of the law. Censors at Washington have, on occasion, ruled this way and that without establishing many clean-cut guides or precedents. The average soap firm seeking to register its own institutional name, and relying upon a professional designer to individualize it, has

had to put matters to the test at the Patent Office in order to determine whether the title was sufficiently denatured to satisfy the arbiters. But, in this sea of uncertainty, there is one safe haven, i.e., the autograph signature. The honest-to-goodness "fist" is passed as being unique, and no questions asked.

The reasoning which wins entry unchallenged into the Trade Mark Register for a soapmakers's signature is that the special characteristics of an autograph signature so far outweigh the mere name upon which the penned inscription is founded that the name thus expressed or modified amounts to an arbitrary trade mark. Or, to express it differently, the official logic is that a person's name in manuscript is a peculiar individual production which no one could unconsciously imitate. Even if there were a thousand persons of the same name engaged in the soap business, it is a safe guess that no two of them would write the shared name in the same way unless intentionally copying. In short, the Patent Office holds, the distinctiveness of an autograph mark resides in the penmanship and the mark is not the mere name of an individual.

As has been hinted, it is not news to insiders that a signature enjoys special privileges as a trade mark. But it has been, until the Williams case, news to many members of soapdom. To counterbalance whatever rejoicing there may be over the concession to signatures, there will arise the question of just what is to happen when two or more soap men desire to put the same name into script. Just here is where the Williams case is doubly illuminating. It shows concretely in what degree Uncle Sam will say that what is sauce for the goose must be sauce for the gander when it comes to capitalizing a signature as a means of soap recognition and specification.

**T**HE J. B. Williams Company was the first to use the name "Williams" on soap. It so used the family name long before the other Williams entered the field. Having gained the idea that it had the call on the pattern of mark which it had pioneered, the J. B. Williams Company entered vigorous protest, or filed an Opposition, as the method is, when Ernest W. Williams sought registration of a facsimile signature as a trade mark for the same class of goods. The older house insisted that confusion in trade would result if there were two Williams signatures afloat and a pretty strong argument was mustered to support this theory.

At the trial of the case, it was set forth that the use of the name "Williams" as a trade name for shaving soap has continued for over eighty-five years, the manufacture of soap under this

name having been started in 1840 by James B., Thomas, and George W. Williams under the name of Williams Brothers. The present company, the J. B. Williams Company, is the successor to that partnership and the greater portion of the stock of the company is at the present time held by members of this same Williams family. In the interim from 1873 to 1928, the J. B. Williams Company has registered at the U. S. Patent Office more than a score of different versions of its trade mark showing the use of the word "Williams" on soaps, shaving soaps, toilet soaps, etc.

Particularly impressive, from the standpoint of onlookers in the trade, was the showing of good will values which the Glastonbury, Conn., made in support of its plea for a clear field for its "Williams" signature. Philip K. Williams, Secretary of the J. B. Williams Company, testified that, as an asset of his company, he considered the name "Williams" to have a value of from three to four million dollars. He added that during the past nine years the company has expended in periodical advertising approximately two million dollars and is at the present time expending approximately \$250,000 per year for this purpose. Sales have been made in seventy-four foreign countries and, in addition to the periodical advertising, approximately one million dollars has been expended for other forms of advertising, including window displays, posters, samples, etc.

**C**OUNTERING to the objections of the senior user of the Williams name, Ernest W. Williams of Abington, Virginia, said that he does not use the name Williams as a trade mark upon his goods, save in so far as the name forms a part of his facsimile signature. The name that he sought to register would, he felt sure, have no other effect than to lead purchasers to believe that the goods on which it appeared originated with the Virginia bearer of the Williams name and with no other Williams. E. W. Williams is a druggist, employed at the College Inn and People's Drug Store at Abington, and he admitted to years of experience in handling the products of the J. B. Williams Company. But he insisted that his use of his signature was made in good faith and without seeking to benefit from the reputation or advertising of the long-established popularizer of the name.

At the first trial of this significant case, before the Federal umpire known as the U. S. Examiner of Interferences, the J. B. Williams Company triumphed. The referee held that, with two "Williams" soap marks on the map, confusion in trade would be likely to result.

(Turn to Page 81)



# What SALT Content for GRAINED SOAPS?\*



THE question has been asked many times what is the proper, that is, the lowest salt content of a first grade grained soap when the latter has been boiled three times with the addition of ten per cent castor oil or the like. The question has also been asked what is the highest proportion of salt allowable in the soap so that no difficulty is experienced in the subsequent processing of the product. The answer has been made that less than 0.3 per cent of salt in the fresh soap can scarcely be attained in a normal grained soap that contains approximately ten to twelve per cent of coconut oil. Ten per cent castor oil, which behaves just like coconut oil in the salting-out process, would increase the salt content. No difficulty in the subsequent operations need be feared when the salt content is kept between 0.5 to 0.6 per cent. There is, however, a certain amount of uncertainty about this matter and hence it was thought advisable to outline a few of the principles involved. No figures are given for the reason that they are not as yet available, but experiments are now being carried out and these results will be reported.

Soaps belong to those colloids which allow two adhering liquid layers to coagulate. If the soap is precipitated in the form of a gel by the aid of electrolytes, that is salt or salt solution, then the gels behave just like typical coagulated colloids. A part of the electrolyte is absorbed.

The higher the molecular weight of the fatty acids used in the manufacture of the soap in a homogeneous series, the less electrolyte is required for the salting-out process. The soaps made from unsaturated fatty acids require more electrolyte for salting-out than those made from corresponding saturated fatty acids, consequently sodium oleate requires more salt than sodium stearate.

The stability of the soap is considerably increased, as soon as hydroxyl groups are present in the fatty acid molecule. Hence the presence of hydroxyl groups in castor oil is also the cause of the extraordinary difficulty encountered in salting-out castor oil soaps. If

a castor oil soap is treated with an excess of sodium hydroxide lye, then the soap is suddenly precipitated in the mass at a certain definite concentration. The content of sodium hydroxide in the castor oil soap has been found to be 16.21 per cent and in the waste lye 25.8 per cent. Castor oil soaps absorb much water as well as much salt, which results in difficulties in the processing of the soap. The result is that the soaps are not soft but rather brittle. However, not only salt and water but lye as well is absorbed.

HENCE, if ten per cent of castor oil is used in the soap batch, then it is advisable to use at the most three to five per cent of coconut oil. Under these conditions, absorption of water and salt is counterbalanced. In order to obtain a good grade of grained soap, it is necessary to give the soap what it requires, that is, lye and salt. A grained soap prepared in the proper manner, maintained in a well-thinned state and carefully salted out, must remain dry in the kettle after the waste lye has been removed, so that salt water between three and ten degrees Bé concentration and also a little lye are required for its treatment. The principal condition is that the soap be well thinned out before salting out when this operation is performed with finely ground salt. If this is not so, then the salting out operation can be carried out with the aid of a concentrated salt water of 22 to 24 degrees Bé.

Nevertheless, faulty results can be obtained under these conditions, even though the salting out is accomplished with dry salt. Under such conditions the waste lye does not separate properly and the curd is salty. It is preferred that large amounts of waste liquor with a small glycerine content be obtained rather than a small amount of waste liquor with a high glycerine content and a salty curd. When the waste lye has been removed after the last salting out, the soap is brought up to the boil and the processing is continued. If the sodium hydroxide content of the soap is correct, between 0.3 to 0.4 per cent as tested by means of the tongue, then it is treated with a salt water of three to ten degrees Bé concentration. When the process is carried out under the proper conditions, then the percentage of sodium hydroxide in the soap is reduced to

\*Extracted from *Seifensieder Zeit.*

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0.08 per cent and at the most 0.1 per cent, while before the treatment, it was as high as 0.3 to 0.4 per cent. Various patented products may also be added to the grained soap in order to reduce the caustic soda content still further.

The salt content has not been given in numerical terms. Soap makers are frightened when they learn that the soap contains approximately 0.5 to 0.6 per cent, when the raw material mixture contained thirty per cent coconut oil. Reference is had here to those that make only curd soaps, for it is probably true that no soap plant uses thirty per cent coconut oil in making grained soap. While it is possible to work up such a soap by means of the equipment that is today available to the soap maker, nevertheless, it is not necessary. It has been reported that the soap yield is better when coconut oil is used and that this equalizes the higher price of the oil. It is also held that the soap obtained has a whiter color. It is however a fact that when the other fats used are not extraordinarily good in quality, it is very difficult to detect the improvement in color that is obtained when ten per cent or thirty per cent coconut oil is used. Most soap makers use between twelve and fifteen per cent and some as high as twenty per cent, while many use thirty per cent and even as much as forty per cent of coconut oil in making curd soaps.

WHEN it is assumed that according to the investigations made by Dr. Leimdoerfer a tallow soap, boiled to give a solution of soap in salt lye which forms as an underlayer on making curd soap, contains 0.29 per cent salt, a coconut oil soap, boiled under the same conditions, contains 1.55 per cent sodium chloride, and a castor oil soap, boiled to recover waste lye (this soap cannot be boiled under the same conditions as have been explained above), contains 6.8 per cent of salt, then a carefully prepared curd soap can show no less than half a per cent salt, and rather more than this proportion, when it contains thirty per cent of coconut oil.

The soap must be grained in the thinly liquid condition and it must contain little salt, in order to avoid it sweating. The sweating of soap is mostly assigned to the salt content and likewise as in the case of grained soap, the low salt content will cause the soap to crack. Thus, curd soaps sweat rather more when the salt content is too little than too high. A curd soap, which contains thirty per cent of coconut oil, cannot contain less than half a per cent of sodium chloride. In one case, twelve per cent coconut oil was used and obtained

nevertheless a grained soap, which was boiled with such care that the middle layer in the soap contained 1.17 per cent salt and the soap itself 0.35 per cent.

It has also been shown that a soap, known as *Sunlight* soap, was made from a mixture consisting of one-third tallow, one-third cottonseed oil and one-third coconut oil, as well as fifteen per cent of rosin. The soap was kept so alkaline that when it was allowed to stand it was found to contain 0.6 to 0.7 per cent of free caustic. This excess of alkali, which appears to be exceedingly high, had to be neutralized before the soap could be further processed. In spite of the fact that the settled soap contained so much alkali in the free state, the salt content was higher than half a per cent. Every soap boiler can well understand that the required solution of soap in salt lye which forms as an underlayer in making curd soap would be produced partly with lye, and at lower sodium hydroxide contents still more salt must be added in order to obtain the correct salt-lye solution.

MUCH has been written regarding the weakest caustic liquor and the lowest salt content. Thin graining is recommended for this purpose, but a thin salt without salt is not obtained. When the waste lye is removed and the curd remains quite dry in the kettle, then, in the case where thirty per cent of coconut oil is used in making the soap, the concentration of the salt water used must be greater than ten degrees Bé, if the soap is to be obtained so thin that when it is beaten with a spatula, it foams, the bubbles bursting as they fall back. It is therefore logical to assume that when the adsorption capacity of the soap is good, the ingredients, which otherwise go into the waste lye, will remain in the soap itself when the salt content is insufficient.

The observation has been made that the ominous middle layer can be detected only in kettles that have a content up to 2200 gallons. This phenomenon is seldom observed in larger kettles. The explanation is that the soap does not cool down in a regular manner in the smaller kettles. When the glycerin and lye separate, the system of curd soap and lye-glycerine mixture does not reach a state of equilibrium. It is just at the lower temperature that adsorption of the electrolytic solution takes place. It is assumed that this adsorption phenomenon between the curd and the lye-glycerine mixture takes place due to the greater speed of absorption. The temperature and the structure of the curd influence the intensity of the adsorption, so that a more or less large middle layer is formed.

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## Glycerin Exports Decline 32%

A decrease of 32 per cent in the value of exports of glycerin from the United States took place during the three-quarter period of 1929 compared with the same period in 1928. Exports of glycerin in the first nine months of 1929 aggregated \$152,559 as against \$224,427 during the nine months of 1928. The principal consumers of American glycerin and a comparison of amounts taken January-September, 1929, with that purchased in the same period of 1928, follows:

	January- September 1928	January- September 1929
Canada .....	\$70,836	\$14,775
Mexico .....	101,151	35,611
Cuba .....	7,582	4,616
Argentina .....	1,921	6,001
Brazil .....	2,833	3,542
Chile .....	1,639	63,757
Philippine Islands ...	4,988	3,942

## Palmolive Fights Wisconsin Tax

Palmolive Company has started an action against the Wisconsin Tax Commission to test the legality of a ruling of that commission in assessing additional taxes for the years 1920 to 1926. The Tax Commission has declared that a portion of the combined income of the affiliated companies, the Palmolive Company (Wisconsin), Palmolive Company (Delaware), and the Western Operating Company, was taxable income of the Wisconsin Company, in spite of the fact that two of the companies have never operated in the State of Wisconsin, and have never been subject to the jurisdiction of that State.

The Palmolive Company contends that the Tax Commission is interfering with the right of a corporation to transfer its assets, and points out that the good will, trade marks and other intangibles owned by the branches of the corporation outside of Wisconsin are illegally brought into the jurisdiction of that State by the action of the Tax Commission. The latter maintains that it is not attempting to interfere with intercompany arrangements, but is merely seeking to tax the actual Wisconsin income. It claims that it cannot accept as the true Wisconsin income the figures which are computed as a result of the intercompany arrangements.

A rayon mixture patented in British patent No. 311,137 consists of soft soap, glycerin, potato meal or other colloidal substance such as egg albumen, gum tragacanth or agar-agar.

## P & G to Build on Pacific Coast

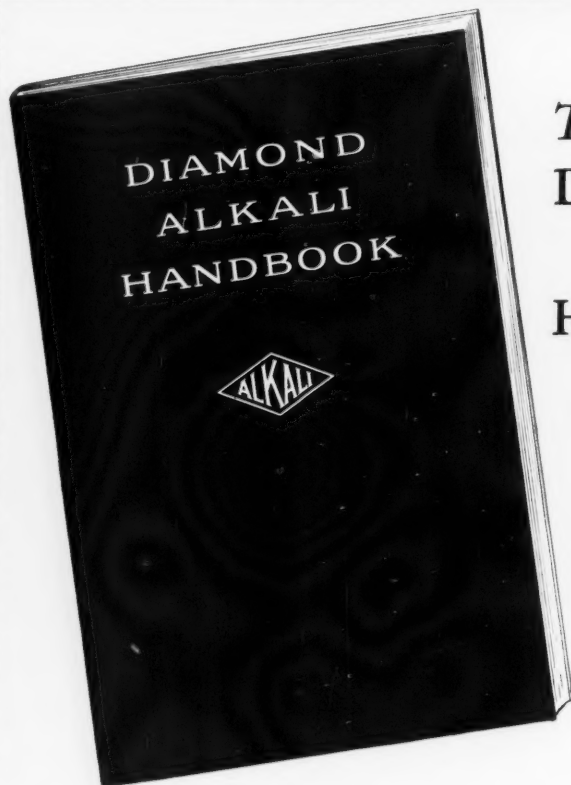
Procter & Gamble Co. will erect a large soap plant at Long Beach, Cal., according to the statement of Herbert G. Rench, vice-president of the company. Preliminary plans call for construction of a \$5,000,000 plant which will be the largest soap factory West of Cincinnati. About 1000 persons will be employed, and the output is expected to reach 2,000 carloads of finished products a year. The new unit, which will go into operation as soon as possible, will manufacture all of the various lines of soaps and edible oils put out by Procter & Gamble, as is the policy at all the other plants. J. J. Moran, special representative of the soap company, conferred with Chamber of Commerce officials in Long Beach, near Los Angeles, and inspected several sites, but as yet no definite decision as to the location of the new plant has been given.

At the present time another new \$5,000,000 plant is nearing completion at Baltimore, and is expected to go into operation about July 1, 1930. The company will have 8 large plants in operation when all present developments are completed. The plans of the company also involve establishment of a distributing center for coconut oil at the Pacific coast plant. Contracts were awarded a short time ago for the construction of a \$1,000,000 building at Memphis, Tenn., for sheeting chemical cotton, a linters product, for use in the manufacture of rayon.

In commenting on the development program Colonel William Cooper Procter, president of Procter & Gamble Company, said in part:

"The expansion program just announced has been contemplated for some time because our business in the Far West and our export business in China, the Philippines and Mexico has grown to such an extent that it was placing too much of a burden on our other plants to handle it. At present our Pacific Coast and export business is handled by water from our New York plant or by rail from Kansas City. The new plant will not only speed up the service to our Pacific Coast and export customers but will enable the plants which have been handling this extra production to better serve their own territories. I don't know of any better way to express my confidence in the soundness of the present business situation and the future outlook of our company than to inaugurate this expansion program which will be carried forward with all possible speed. The new plants at Long Beach, Baltimore and Memphis represent an outlay of some eleven million dollars (\$11,000,000) and will furnish





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### Colgate Leads Bowling League

The team of Colgate-Palmolive-Peet Co. was leading the Wholesale Drug Trade Bowling Association of New York tournament on December first, having displaced the Roessler & Hasslacher Chemical Co. and broken a tie with E. R. Squibb & Sons to take the lead. The C-P-P team had nine games won and three lost. Church & Dwight were second with eight won and four lost. R. & H., and Squibb, American Cyanamid, and Grasselli were third, fourth, fifth and sixth, respectively. Roessler & Hasslacher were the winners of the tournament last year.

### Move to Amend Naval Stores Act

At a conference at the Food, Drug & Insecticide Administration of the United States Department of Agriculture, it was moved to amend the General Naval Stores Act to require definite branding of packages for sale or shipment with plain and conspicuous statements showing the true kind and grade of product. This would not apply to bulk shipments, or movements from production to grading points. Another provision would make it a violation of the act to tamper in any way with Federal inspectors' grade marks on packages or with the certificates issued by Federal inspectors. A modification was suggested removing the requirements that intent be established in prosecuting violators of the act. The principles involved in the suggested clarifying and correcting amendments were considered sound by all representatives of producers and consumers present.

The conference was presided over by W. G. Campbell, head of the Food, Drug and Insecticide Administration, under whose direction the Naval Stores Act is enforced. Among those present at the meeting was W. K. Holt, Jersey City, Colgate-Palmolive-Peet Co.

Imports of unperfumed soaps into Gaude-loupe during 1927 amounted to 397,229 kilos, valued at 1,563,130 francs, according to *Revue de la Savonnerie*, with France supplying almost the whole total. Imports of perfumed soaps amounted to 6,431 kilos, worth 92,719 francs, with additional imports of 350 kilos of perfumed transparent soap, worth 7,005 francs.

### U. S. Soap Powder Exports

The total exports of scouring soap and scouring powders from United States for the first nine months of 1929 were 4,089 tons with a value of \$563,786. Although this is the first year for which statistics have been recorded on exports of this group, the value of this trade for the nine months is evidence of its growing importance. The largest purchasers include Canada with \$125,795, Cuba with \$57,036, Australia \$55,068, United Kingdom \$46,857, Chile \$21,230, New Zealand \$20,434, Sweden \$20,222, Mexico \$19,346, and Argentina \$16,788. Sales were made of significant amounts to 80 foreign countries in all. U. S. Dept. of Commerce figures for the nine months' sales by world divisions and the number of countries purchasing are shown as follows:

	Tons	Value
Europe .....	669	\$93,365
South America .....	445	243,710
Africa .....	164	26,995
North America .....	2,168	243,710
Far East .....	654	113,799

President Hoover met with 1,000 business and industrial leaders of the nation in Washington, Dec. 5, in a conference called to insure the country permanently against any financial and business slump. Among the business leaders invited to attend were: S. B. Penick, S. B. Penick & Co., American Drug Manufacturers Association; R. C. Edlund, secretary, Association of American Soap and Glycerine Producers; Charles P. McCormick, McCormick & Co., Mayonnaise Products Manufacturers' Association of America; J. E. Lockwood, Hercules Powder Co., Pine Institute of America; T. A. Morrow, Shoe Polish Manufacturers' Association of America; August Merz, Synthetic Organic Chemical Manufacturers' Association; H. D. Crippen, vice-president, Bon-Ami Company; Elon Hooker, president, Hooker Electrochemical Company; Charles S. Pearce, president, Colgate-Palmolive-Peet Company; Colonel William Cooper Procter, president, Procter & Gamble Company.

Richard C. Anthony is now manager of the Eastern Branch of the Federal Phosphorous Co., Birmingham, Ala., with offices in the Graybar Building, 420 Lexington Ave., New York. Federal Phosphorous are manufacturers among other products of trisodium phosphate. Mr. Anthony is well known in the chemical industry and was at one time in charge of the chemical department of Henry W. Peabody & Co., New York.

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## Win Sea Kelp Soap Decision

A decision in favor of Kelp-Ine Products Corporation, Seattle, was handed down on November 22d by Judge J. Bourquin of the U. S. Federal Court at Seattle, in the complaint brought by Radiacine Corporation seeking to prevent the Kelp-Ine Company from manufacturing a soap for the textile trade. The latter company purchased from T. M. H. Freeman, successful bidder at a receiver's sale, the plant, formulas and manufacturing rights of the defunct Smith Products Company, Anacortes, Wash., but Radiacine Corporation asserted a prior claim because of a \$25,000 advance to Smith Products Company. A demurrer was filed by the defendants, and when the plaintiffs failed to file an amended complaint within twenty days, judgment was rendered in favor of Kelp-Ine Products Corporation. The new plant is now running, manufacturing a soap made from sea kelp, for use in the textile trade and also for household and toilet purposes. Col. George B. Lamping, head of the company, is now calling on the textile trade.

## September Soap Exports Larger

Exports of toilet or fancy soap from United States during September, 1929, totaled 538,065 lbs., worth \$169,521, as compared with 622,288 lbs., valued at \$138,841, during September, 1928. Laundry soap exports were high in September, 1929, amounting to 4,520,691 lbs., worth \$305,812, as against 2,901,875 lbs. worth \$202,860, during the same month last year. Exports of scouring soaps and powders totaled 856,462 lbs., with a value of \$65,741, in September, 1929, as compared with a total of 856,462 lbs., valued at \$31,717, during September, 1928. Powdered and flaked soap amounted to 263,207 lbs., worth \$28,130, 133,055 lbs. of shaving soap, worth \$61,208, and 826,083 lbs. of other soap, worth \$66,115, were exported during September, 1929, as compared with a total of 654,017 lbs. of these articles, worth \$72,353, shipped to foreign countries during September, 1928.

An industrial soap, imported by Standard Chemical Products, Inc., has recently been classed dutiable at 15 per cent under Paragraph 82 of the 1922 Tariff Act, instead of at 35 per cent under paragraph 56, as sulphonated castor oil. In examining the soap it was found to be made of chlorinated castor oil, which was introduced as part of a conglomeration. Since the soap was not suitable for use in the softening, dyeing, tanning and finishing industries, which products are dutiable under paragraph 56, the protest was sustained, and duty will be assessed at 15 per cent under paragraph 82.

## C-P-P Raises Dividend Rate

Charles S. Pearce, head of Colgate-Palmolive-Peet Co., recently announced an increase in the regular dividend on common stock from \$2.00, annually, to \$2.50. The directors of the company have declared the first quarterly dividend on the new basis, payable on January 7 to stockholders of record Dec. 18. Commenting on the increase in dividend rate, Mr. Pearce said:

"During the past six weeks we have been often asked for an opinion on business conditions, but have withheld our comment until our ideas could take a more tangible form than mere words. The increase in our dividend rate is the best evidence of our faith in the business for the coming year."

It was announced in the last issue of SOAP that in the quarter ended September 30th the Colgate-Palmolive-Peet Company earned \$3,258,277 after charges and taxes, equivalent after preferred dividend requirements to \$1.52 a share on 1,999,988 no par common shares, against \$1,564,112, or 68 cents a share, in the third quarter last year.

## September Glycerine Imports Down

Imports of crude glycerine into United States during September, 1929, amounted to 971,204 lbs., worth \$54,829, as compared with imports of 1,140,986 lbs., valued at \$63,664, during the month of August, 1929. Imports of refined glycerine were slightly larger, amounting to 137,556 lbs., valued at \$12,667, as against 119,734 lbs., worth \$11,001, during August, 1929. Additional figures showing the yearly change in glycerine imports are given below in pounds:

	Refined	Crude
Entire year 1923.....	585,792	14,548,660
Entire year 1924.....	1,500,644	14,427,054
Entire year 1925.....	2,059,565	19,248,695
Entire year 1926.....	10,732,246	27,701,142
Entire year 1927.....	8,268,071	14,784,615
Entire year 1928.....	4,287,587	4,501,727
Jan. - Oct. 1929.....	5,007,279	14,075,424

Exports of soaps from England during the month of September, 1929, totaled 115,888 cwt., valued at £265,988. Of this total, 99,622 cwt., worth £184,217, consisted of hard bar soap, and 7,272 cwt., valued at £61,209, consisted of toilet soap. Imports of soap into England during the same period totaled 39,633 cwt., worth £82,618. Exports of imported merchandise amounted to 971 cwt., worth £3,765.



**SPENCER KELLOGG  
COCONUT OILS**

Manila Crude  
Crystalite  
Silver Seal Cochin  
Edible  
Hydrogenated

## SURPASSING *the Trade's Standards*

**S**PENCER KELLOGG AND SONS' policy is to *better* the recognized coconut oil standards set by the trade, not merely to equal them.

For example, Kellogg's *Silver Seal Cochin* analyzes as follows:

Free Fatty Acid.....	.07
Color..... Red.....	.5
Yellow.....	5.0

Silver Seal Cochin is not the only premium Kellogg coconut oil. Experienced soap manufacturers know that every grade surpasses trade standards.

### Spencer Kellogg and Sons Sales Corp'n

*General Offices:* Buffalo, N. Y.; *New York Offices:* Graybar Building;  
*Crushing Plant:* Manila, P. I.; *Refinery:* Edgewater, N. J.

*Sales Offices in all Principal Cities*

*Warehouse Stocks Carried at:* Albany, Baltimore, Boston, Chicago, Cincinnati, Cleveland, Detroit, Kansas City, Milwaukee, New York City, Philadelphia.

(Tank Wagon Service in Greater New York)

**Say you saw it in SOAP!**



## CHICAGO NOTES

The Annual Banquet of the Chicago Perfumery, Soap and Extract Association was held on the evening of December 11th, in the ballroom of the Edgewater Beach Hotel. Over three hundred attended. The Entertainment Committee, headed by Harold E. Lancaster, of Marshall Field & Co., who was assisted by A. J. Dedrick, of Edward T. Beiser Co.; Frank T. Robinson, of Monsanto Chemical Works; J. W. Bicks, of Carr Lowery Glass Co.; and George Woods, of Rossville Commercial Alcohol Corp., provided a highly effective seating arrangement and entertainment of a distinctive character. An attractive feature of the annual banquets in the past has been the souvenir packages distributed to the ladies at the close of the evening. They have never, however, been offered such an enticing array of toilet articles, soaps, powders and other cosmetics as were contained in this year's surprise bag. The cosmetic, soap, and supply houses, particularly those in the middle west, responded royally. The affair was a fitting climax to the most successful year the Association has had during the last decade. Thirty-five reserved tables were arranged for special parties which ranged, in number, from eight to thirty-two.

Chicago Perfumery, Soap and Extract Association at the Midland Club on Wednesday, December 4th, elected the following new officers for 1930: President, Clarence A. Seguin, of C. A. Seguin Co.; Vice-President, Chris Christensen, of Chas. Pfizer & Co., Inc.; Secretary-Treasurer, William H. Schutte, of P. H. Dreyer, Inc. These men succeeded, respectively, Arnold G. Schneider, of Victor Chemical Works; Frank S. Dedrick, of James S. Kirk & Co., and Frank H. Pettee. Clarence Seguin has been well known in the Chicago trade for the past fifteen years. He is head of the firm of C. A. Seguin Co. Chris Christensen has been well known throughout the midwest during the past two decades as the Chicago representative of Chas. Pfizer & Co. William H. Schutte is one of the oldest Association members and has served capably in many respects during past years. To the important tasks of secretary-treasurer, he brings accredited judgment and a high degree of executive ability. For a number of years past he has been in charge of the Chicago office of P. R. Dreyer, Inc.

Midway Chemical Co., 1444 West 37th

Street, Chicago, recently placed on the market a new item in a decorated tin package known as *Swish*. It is a cattle spray effective against flies, mosquitoes, fleas, gnats and lice.

Spencer U. Boehmer, head of the recently established firm of S. U. Boehmer Co., Chicago, is now about to begin distribution of his new lemon lotion. It is put out in a very attractive package, moulded in the shape of a lemon, and will be known as Bimay Balm. The new shaving cream will be ready for the market in the near future.

Walter H. Jelly & Co., Chicago, representatives of A. Maschmeijer, Inc., reports an addition to the force in W. H. Stewart, formerly of Harshaw Chemical Co.

## Tariff Still Hangs Fire

The Tariff situation in the recently convened regular session of Congress is still badly muddled according to advices from Washington. One outstanding feature of interest to the soap industry is that coconut oil from the Philippines will be left on the free list. Amendments to Paragraphs 53 and 54 of the tariff act by Senator Jones of Washington and Senator Thomas of Idaho would, if adopted, put rates on all other fats of 45 per cent or higher. One of the effects of this adoption alone would be to eliminate the manufacture of yellow laundry soap in this country. This would mean that some \$6,000,000 worth of rosin which goes into this type of soap each year would not be used by soapers. The soap industry is the largest single user of rosin.

The Jones and Thomas amendments have stirred up a storm of protest in soap manufacturing and consuming quarters. The soap bill of American hospitals alone would be increased \$2,000,000 from its present figure of \$4,000,000 and this has brought a strong protest from the American Hospital Association. A substitute amendment by Senator Copeland of New York to that of Senator Thomas covering palm oil, wood oil, olive foots and vegetable tallow, has been introduced as follows:

"Page 1, line 7 of said amendment strike out 'perilla, 4-6/10 cents per pound'; Page 1, line 8 of said amendment strike out 'tung, 5-9/10 cents per pound'; Page 2, lines 1 to 7 of said amendment, strike out the following: 'Olive rendered unfit for use as food or for any but mechanical or manufacturing purposes by such means as shall be satisfactory to the Secretary of the Treasury and under regula-

(Turn to Page 127)



# SAPOFIXIN

—•—

We invite you to try our Sapofixins  
in your Soaps as reinforcers.

—•—

Sapofixin Eau de Cologne  
Sapofixin Hyacinth  
Sapofixin Lavender  
Sapofixin Lilac  
Sapofixin Lily of the Valley  
Sapofixin Orange  
Sapofixin Pine  
Sapofixin Rose  
Sapofixin Violet



## HEINE & CO. NEW YORK

TELEPHONE BEEKMAN 1535  
52-54 CLIFF STREET

Sole Distributors for HEINE & Co., A. G., Leipzig  
in the United States and Canada  
Say you saw it in SOAP!

## PERSONAL and IMPERSONAL

William J. Mullen, formerly associated with the Novadell Process Corp., Buffalo, N. Y., is now connected with the Harris Soap Co. of that city as general manager.

DuBois Soap Co., Cincinnati, celebrated the completion of its new modern office building adjoining the plant on Front Street by holding a dance for its employees in the new building on Nov. 16. A Negro orchestra from an Ohio River boat supplied the music. About 90 people attended, including T. V. DuBois, president of the company.

Joseph Feldman, vice-president of Mount Hood Soap Co., Portland, Ore., has sailed for Hawaii to investigate the possibilities of extending his company's business in the islands, where Mount Hood products already have some distribution.

Eaton-Clark Co., Detroit, makers of dry cleaning soaps, recently approved plans for a one-story top addition to its plant to be used for storage and distributing. It is to cost over \$40,000 with equipment.

Colgate - Palmolive - Peet Company of Chicago, has filed a complaint with Interstate Commerce Commission attacking the freight rate of 62c. per 100 pounds on carload shipments of soap from Jeffersonville, Ind., to Cookeville, Tenn., and seeking the sixth class rate of 55c.

The marriage of Miss Nina Haven King to Gilbert Colgate, Jr., was held in the Church of the Resurrection, New York, on November 24. The groom is a great-grandson of the late William Colgate, founder of Colgate & Co.

Yardley & Co., of New York, recently protested successfully against the duty of 30 per cent ad valorem on merchandise classified as toilet soap, the material being adjudged dutiable at 15 per cent under paragraph 82 of the 1922 Tariff Act. In another protest they were successful in reducing the duty on powdered soap to 15 per cent under the same paragraph, it being classified as "all other soap."

Thomas N. Gurney, vice-president of Kirkman & Sons, Brooklyn, has been elected a trustee of the Kings County Trust Co. Mr. Gurney is also vice-president of the Gurney Security Paper Co.

H. G. Buckley has been appointed New York representative of the Cincinnati Soap Co., Cincinnati, and will be located at the New York offices at 307 Fifth Ave. Mr. Buckley was formerly connected with the William Walthke Company. He succeeds the late Percy S. Solomons, who represented the company in New York for many years.

Randolph H. Miller, president of R. H. Miller Co., Rome, N. Y., manufacturers of steel drawing soaps, died at midnight, Nov. 16, in the Schenectady Hospital following an automobile accident. Mr. Miller, who was 56 years old at the time of his death, was driving from Rome to Albany, N. Y., where he expected to meet his son, Randolph, Jr., when his car struck a railroad bridge abutment. In addition to having been head of the soap company, Mr. Miller was also president of the National Bank of Rome and was an official of the New York State Bankers Association.

A. J. Fries, Cincinnati, manufacturer of soap dies and allied equipment, and widely known in the soap industry, has just completed 35 years in business in the same building at 717 Sycamore Street, Cincinnati, in which he started in 1894. Carl A. Fries, son of the founder of the business, is now acting as general manager, although Mr. A. J. Fries is still associated with the firm.

Louisville Chemical Company, St. Louis, has been selected by the Eagle Soap Corporation of Chicago, as exclusive distributors of Eagle Soap products for Kentucky and Southern Indiana.

Norwich Pharmacal Company, Norwich, N. Y., makers of Unguentine, Swav shaving cream and Unguentine soap, will place its advertising account with Young & Rubicam, New York agency, on Jan. 1.

# WHEN IT COMES to supplying the soapmaker

with perfume materials, we are in position to furnish  
the highest quality merchandise at interesting prices.

*When Again in the Market for*

**Oil Rosemary Spanish**  
**Oil Thyme Red and White**  
**Oil Lavender Flowers French**  
**Oil Vetivert Bourbon and Java**  
**Oil Geranium Bourbon and African**

*Write Us for Prices.*

*All Products of*

**Bertrand Freres, S. A.**

GRASSE

FRANCE

*Sole Representative U. S. and Canada*

**P. R. DREYER, INC.**

26 CLIFF STREET

NEW YORK

*Agent for*

**PAOLO VILARDI**  
Reggio Calabria, Italy  
Essential Oils

**H. RAAB & CO.**  
Roermond, Holland  
Artificial Musks

**VANILLIN FABRIK**  
Hamburg, Germany  
Aromatic Chemicals

Say you saw it in SOAP!

The constitutionality of a Virginia statute under which outside corporations are charged fees ranging from \$30 to \$5,000 when locating in this State has been challenged by the Colgate-Palmolive-Peet Co., a Delaware corporation. The statute has been sustained in three test cases, but the Colgate Company points to a similar \$5,000 fee in the State of Washington which was judged unconstitutional.

*Bab-O*, the household cleaner made by B. T. Babbitt, Inc., is now being marketed in 100 and 300 lb. drums, as well as in the customary 15 oz. cans. Barney Ahrens, formerly secretary of Long Island Duck Growers' Assn., is now the Babbitt representative for the New York hotel, restaurant and apartment house trade.

The new soap merger formed recently by the union of four large Australian soap manufacturers, will be known as Australian Soaps, Ltd., and will have a total capital of £400,000 of ordinary shares and £100,000 of preference shares.

The Oil Trades Association of New York has notified its members that its Christmas party will be held on Wednesday evening, Dec. 18, the place and other details to be announced later. Reservation of the date is especially requested by Secretary Joseph C. Smith.

*Ditto* cleansing paste, imported by International Forwarding Company, has been judged to be dutiable as soap not specially provided for, at 15 per cent ad valorem, under paragraph 82 of the 1922 Tariff Act, instead of as an alcoholic compound at 25 per cent ad valorem, in a decision recently rendered. It is used for removing ink stains from the hands, and was considered by one of the dissenting Justices to be dutiable at 30 per cent ad valorem as toilet soap, instead of at 15 per cent.

Bristol-Myers Co., New York, makers of Ipana toothpaste, recently taken over by Drug, Inc., has changed its name. It will be known in the future as B-M Proprietary Products, Inc.

A. E. Staley Mfg. Co., Decatur, Ill., producers of corn oils, soya bean oils, and allied products, is now being represented in Western New York State by Goodman & Graves, Inc., Buffalo, N. Y.

E. T. Browne Drug Co., New York City, has recently leased the trade marks and formulae of the Palmer Skin Success soap and ointment, formerly used by the Morgan Drug Co., of New York City. The Browne company has not purchased Morgan Drug company as has been rumored, but has merely leased the trade marks and formulae.

Hewett Brothers Soap Co., Dayton, O., have expanded their plant by leasing a one story brick building adjoining their present factory which gives them an additional 10,000 feet of floor space. Increased business is stated to be the reason for the acquisition of larger plant facilities. The company manufactures chiefly private brand toilet soaps, flake and laundry soaps.

The Baltimore office of the Spencer Kellogg & Sons Sales Corporation, which is in charge of Alfred Day, has been moved to a new location on the eighth floor of the American Building, where more space is available.

Several new soap novelty packages have been put on the market recently by Jerome W. Ephraim, Inc., New York, soap importers, including five bars of cold cream soap wrapped in transparent cover, four cakes in fancy clock package, and new hand painted soap figures. The brand name on all is *Longueville*.

Swift & Co., of Chicago, recently filed a complaint with Interstate Commerce Commission, asking that rates on soap from Chicago to South Norwalk be reduced, and calling the present rates unreasonable, prejudicial and illegal. About 300 railroads are named as defendants in the complaint which claims overcharges amounting to almost half a million dollars.

Saxon scouring soap has recently been judged dutiable at 15 per cent under paragraph 82 of the Tariff Act of 1922, instead of at 30 per cent ad valorem, as toilet soap, under protest of W. L. Conover et al., Galveston and Detroit. Justice McClelland ruled that the soap was not fitted for the uses to which toilet soap is ordinarily put. It is reddish in color, and is used by mechanics and printers for removing ink stains and cleaning the hands.

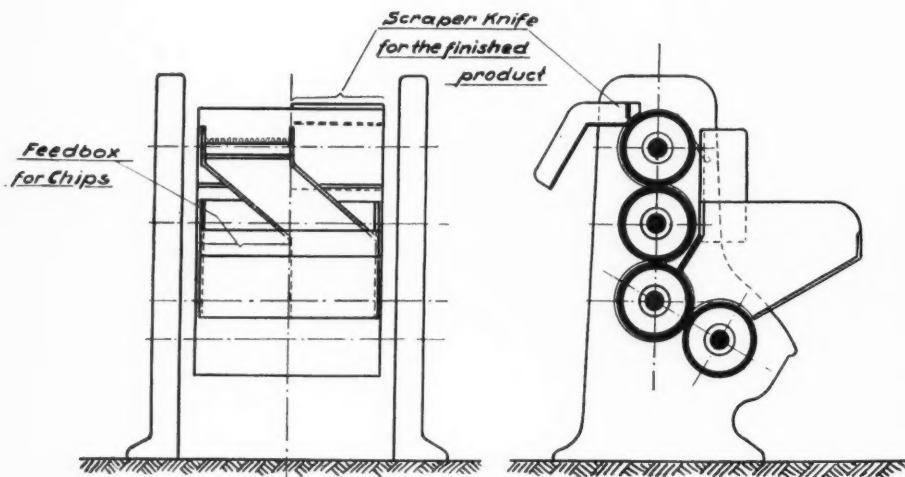
Jose G. Fajardo, sub-director of Compania Nacional de Profumeria and of Crusellas & Co., Havana, Cuba, died recently.



# The New "LEHMANN"

**No. 412 MWS High Production Toilet Soap Mill**

(Patents applied for)



owing to its two milling lanes, gives the soap as many millings as 3 Three Roller Mills or 2 Four Roller Mills of standard construction, with a considerable economy in space and labor. In addition, it mixes the chips thoroughly when they pass from the first to the second milling lane.

It is the most profitable machine for small and medium sized output.

Production: from 1200 to 1400 lbs. finished toilet soap per hour.

*Inquiries solicited*

**J. M. LEHMANN COMPANY, Inc.**

**248-250 WEST BROADWAY**

**NEW YORK CITY**

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Say you saw it in SOAP!

# SOAP CHEMISTS' SECTION

(Official Publication, SOAP SECTION, American Oil Chemists' Society)

## Edlund Addresses Soap Chemists

**A**N increase of 100 per cent in its appropriation for market extension is the testimony offered by the American soap industry in the soundness of business conditions, according to a statement made by Roscoe C. Edlund, Manager of the Association of American Soap and Glycerine Producers, in an address before the recent meeting of the Oil Chemists Society at the Hotel McAlpin. His subject was "Expanding the market for Soap and Glycerine."

"The sum of \$3,000,000 will be spent by the Association in the next three years in a co-operative campaign to expand the market for soaps, other cleansers, and glycerine," said Mr. Edlund. "This represents an increase of more than 100 per cent over the original appropriation made for this national educational campaign when it was inaugurated in 1927. Beginning with 1930, in addition to continuing its program of national advertising, the Association of American Soap and Glycerine Producers plans to add substantially to its support of Cleanliness Institute. This organization is cooperating with many of the leading health and educational authorities in promoting higher standards of personal and community cleanliness in the United States."

"With the backing of the soap industry, Cleanliness Institute is trying to develop, upon the soundest kind of basis, the kind of thing that educators would like to develop for cleanliness teaching. Our job is to give to the every-day ordinary subject of cleanliness, the attractive features of life and color and to make the materials available to other Educational leaders. This job is really a public service. Tens of millions of dollars are expended every year in order to teach parents the importance of cleanliness in relation to health. We must provide for health officers the kind of material the health officer would like to provide for himself. As an industry, we can, with cooperation, do that which no individual in industry can do."

"No temporary recession in our financial market can stop the progress of the country toward higher standards of living, of comfort and of health. Fundamental business conditions have never been more sound. The American soap industry does not feel that it is taking any risks in supporting our business and financial structure by increased appropriations for educational work at this time."

"There are no Mississippi bubbles in soap. A soap bubble, speaking in economic terms, is one of the most solid substances known. Next to the bare necessities of food, clothing and shelter, people demand the means of keeping clean. A minimum of cleanliness is already accepted by practically all the people in this country, and experience has shown that it is possible to raise that minimum substantially through the joint educational efforts of our entire industry. These efforts will not be relaxed. Instead, we expect to double them."

The cleanliness movement was also lauded highly in the course of an entertaining address by Billy B. Van, former famous comedian of the New York stage. Mr. Van is now President of the Pine Tree Products Company of Newport, N. H., soap manufacturers.

Stocks of crude cottonseed oil on hand in United States on October 31, 1929, totaled 121,341,282 lbs., as compared with 124,624,528 lbs. on the same date in 1928. Refined oil stocks amounted to 232,699,429 lbs. on October 31, 1929, as compared with 223,045,871 lbs. held on the same date in the previous year.

A. E. Cleghorn, formerly with Long Island University, has taken a position with Foster Dee Snell, consulting chemist, Brooklyn, N. Y.



Airplane view of the plant of M. Naef & Co., Geneva, Switzerland. Company founded in 1895 by Philippe Chuit, beginning with the manufacture of ionone. Martin Naef joined the firm later in 1895. The company now manufactures more than 150 perfume basic products. For more than thirty years, the company has been represented in the United States by Ungerer & Co., New York, headed by W. H. Ungerer.

# Soap Perfume Oils

*Produced by*

## ROURE-BERTRAND FILS

LARAGNE (FRANCE) GRASSE BOUFARIK (ALGERIA)

Geranium African

Geranium Bourbon

Lavender Fleurs

Vetivert Bourbon

Petit Grain, South American

Ylang Ylang Bourbon

Ylang Ylang Nossi Be

As sole agents, in the U. S. and Canada, for Roure-Bertrand Fils, long a primary source of supply for these highly important Soap Perfume Oils, we invite comparison of these oils with those you are now using.

### GEORGE SILVER IMPORT CO.

461-463 FOURTH AVENUE  
NEW YORK CITY

Say you saw it in SOAP!

## ON PRODUCTS AND PROCESSES

The American practice of adding coconut oil to saponified tallow and continuing saponification to the end is said to furnish a better soap base (only 0.1 per cent unsaponified fat left in the soap) than the German practice of saponifying each oil separately and then mixing the two soaps. *Seifensieder-Ztg.* 56, 293-4, 303-5 (1929).

A mixture suitable for use in cleaning the skin or delicate fabrics is formed of: soap, 400 parts, alcohol 54 parts, glycerol 21 parts, the reaction products of oleic acid 49 parts and caustic soda 1 part. U. S. Pat. No. 1,728,721.

A suggested rapid method for determining saponification values consists in dissolving 5 grams of oil in 15 cc. of benzyl alcohol, adding phenolphthalein, titrating free acid, adding a measured volume of potassium hydroxide in benzyl alcohol and titrating the excess after boiling five minutes under a reflux condenser. *Chemist-Analyst* 18, No. 5, 7 (1929).

Soap threads which are dry, non-caking and readily soluble are made by forcing solid soap at ordinary temperature through nozzles less than one millimeter (preferably 0.4-0.5 mm.) in diameter.

Detergents suitable for use on tiles, walls, stoneware, glass, metals and painted or polished surfaces consist of aqueous solutions or pastes of complex sulfonic acids or their salts and of niter-cake or other inorganic acid cleansing agent. Brit. Pat. No. 307,141.

A naphthalenesulfonic acid containing alkyl groups with at least three carbon atoms, for example, isopropyl naphthalenesulfonic acid, is used in soap baths for the purpose of increasing their wetting and penetrating power in dyeing or other processes. U. S. Pat. No. 1,730,037.

Viscose silk suffers much loss of luster, shrinkage of length, strength, softness of handle and elasticity when immersed in solution of caustic soda (12-70° Tw.) and afterward

washed in cold water. The effect of caustic potash is practically harmless above 0°C. and decreases with increased temperature. It is possible to mercerize cotton goods containing viscose silk with caustic potash without the slightest deleterious effect on the viscose. *J. Sov. Dyers Colourists* 45, 171-5 (1929).

### Quantitative Study of Kreis Test

IN a quantitative examination of the Kreis rancidity reaction, one drop (0.5 milligram) of a fresh aqueous 1 per cent solution of acrolein is mixed with three drops of 3 per cent hydrogen peroxide solution in a stoppered cylinder, and after three hours in darkness 5 cubic centimeters of concentrated hydrochloric acid (specific gravity 1.19) is added and the mixture shaken for one minute. After the addition of 5 cc. of a 1 per cent solution of phloroglucinol in ether a bright red color is obtained, reaching a maximum after five minutes, and if produced from 0.5 milligrams of acrolein, the color may be matched in shade by 1.2 milligrams of permanganate of potassium in 100 millilitres of water (or 3.8ml of 0.01 normal solution). In this modification of the Kreis test the acrolein is completely oxidized by the hydrogen peroxide to epihydrinaldehyde, the sensitiveness of the test being 1:100,000, and the upper detectable limit 10 milligrams of aldehyde in 100 cubic centimeters of oil. Ten year old samples of olive, soy and corn oils, two year old peanut oil, one year old lard and fourteen year old butter fat were found to contain 60, 60, 20, 100, 200 and 400 milligrams of epihydrinaldehyde per 100 grams, respectively. Since, in the extreme case, the proportion of decomposed fat corresponds with about thirteen times the amount of aldehyde found, these samples were decomposed to the extent of 0.3 to 5 per cent. *Z. Untersuch. Lebensm.* 57, 358-60 (1929).

A newly patented composition recommended as suitable for cleaning and polishing furniture, automobiles, etc., is formed of boiled linseed oil 63 parts, turpentine 26 parts, beeswax 8 parts, and kerosene 3 parts. U. S. Pat. No. 1,730,609.

# ANNOUNCEMENT

## The Battle Creek Wrapping Machine Company *announces the purchase of the* Johnson Automatic Sealer Company

The physical properties are adjoining  
and will be operated together.

The increased plant facilities make it  
possible to give better service to cus-  
tomers of both companies.

Interesting new developments in automa-  
tic machines both for packaging and  
wrapping will be advertised and de-  
scribed in an early issue of

"SOAP"

**BATTLE CREEK  
WRAPPING MACHINE COMPANY  
BATTLE CREEK, MICH.**

*New York Office*  
30 Church Street

*Chicago Office*  
228 N. La Salle St.

*London Office:*  
C. S. duMont, Windsor House, Victoria St., Westminster, S.W.1.

Say you saw it in SOAP!



## CONTRACTS AWARDED

Swift & Co. was recently awarded 1,200—6 oz. cakes white floating toilet soap for Oglethorpe at 3.93c; 200 cakes for McClellan at 3.93c.

Hudson & Thompson was recently awarded 1,000—6 oz. cakes of Ivory soap for Maxwell Field at 6.8c. Be Vier & Co. awarded 2,000—6 oz. cakes of Ivory for Jefferson Barracks at 6.79c; 500 cakes for Scott Field at 6.79; 800 cakes for Omaha at 6.79c; 4,000 cakes for Sill at 7.19c.

Beaver-Remmers-Graham Co., Washington, bid 14c on 6,250 lbs. hand grit soap for U. S. Marine Corps., Philadelphia; James S. Kirk & Co., Chicago, bid \$4.50 gross; John T. Stanley Co., New York, bid 6.7c lb.; Old Dominion Paper Co., Norfolk, Va., bid 7.49c; James Good, Inc., Philadelphia, bid 12.75c.

Pioneer Soap Co., San Francisco, recently bid 12c lb. on 85-500 lb. bbls. of automobile soap for Washington Post Office Department. Gilton Chemical Co., New York, bid 4.85c; DuBois Soap Co., Cincinnati, bid 4.25c; Kranich Soap Co., Brooklyn, bid 5.2c.

James S. Kirk & Co., Chicago, was recently awarded a quantity of large tubes of tooth paste for Chicago quartermaster at 13.33c; Be Vier & Co., New York, bid 30c on large tubes of Pepsodent, 12.5c on Williams, 12.5c on Dr. West; 16c on Pere A. D. S., and 10c on Williams small.

Carter, Rice & Co., San Francisco, was recently awarded 49,980 lbs. laundry soap for Fort Mason quartermaster at 4.33c. General Soap Co., San Francisco, awarded 281,340 lbs. laundry soap at 4.35c; 19,500 cakes floating soap at 2.99c; 9,000 cans soap powder at 7c; 2,000 lbs. powdered soap at 10.85c. Newell-Gutradt Co., San Francisco, awarded 6,000 lbs. salt water soap at 3.49c; 7,000 cakes scouring soap at 2.2c. Julius Rothschild & Co., San Francisco, awarded 288 cans mechanic's soap at 16.7c; 864 cakes toilet soap at 14.8c. Hockwald Chemical Co., San Francisco, awarded 72 gals. liquid soap at 47c.

Stevens Soap Corp., was recently awarded 700 11½ oz. cakes of type B grit soap for Thomas at 3.1c; 400 cakes for Leavenworth at 3.4c; 1,000 cakes for Riley at 3.4c; 200 cakes for Robinson at 3.9c; 300 cakes for Logan at 4.25c. Francis H. Leggett & Co., awarded 1,500-12 oz. cakes of type B grit soap for Russell at 4.41c; 1,000 cakes for Jefferson Barracks at 3.44c.

Armour & Co., was recently, awarded 1,500-1 lb. cakes of laundry soap for Maxwell Field at 5.21c; 3,000 lbs. for McClellan at same price; 6,000 lbs. for Oglethorpe at 5.11c; 1,980 lbs. for Thomas at same; 4,500 lbs. for Crook at 5.21c; Colgate-Palmolive-Peet Co., awarded 4,740 lbs. of laundry soap for Leavenworth at 5.19c; 1,380 lbs. for Omaha at 5.2c; 15,000 lbs. for Riley at 5.1c; 3,600 lbs. for Fitzsimons at 6c; 4,800 lbs. for Logan at 6c.

Imports of castile soap into United States during the month of September, 1929, totaled 202,850 lbs., worth \$20,376, as compared with 121,013 lbs., worth \$14,721, imported during the same month in 1928. Imports of toilet soaps during September, 1929, totaled 137,136 lbs., with a value of \$45,239, as against 127,633 lbs., worth \$35,229, during September of 1928. Imports of other soaps amounted to 55,581 lbs., worth \$10,795, in September, 1929, as compared with 180,425 lbs., valued at \$20,276, during the same month of 1928.

The manufacture of soaps and perfumes in Habana, Cuba, has increased perceptibly under the new tariff, and four important French perfumers have established branch factories in Habana, according to U. S. Dept. of Commerce. It is reported in the press that a large American manufacturer has purchased a controlling interest in the Cuban soap and perfume factory, Crusellas & Co. One Cuban firm manufactures laundry soap, yellow and white floating soap, and a laundry soap chips. For toilet soap manufacturing, they produce double and triple stearic acid, paraffin and stearic acid candles, and crude glycerin. No figures are available giving the amount or value of their products.

# OIL YLANG YLANG

## (MADAGASCAR)



SOME years ago we introduced on the American market Oil Ylang Ylang Madagascar, an oil produced by a coterie of French distillers located in Madagascar and Nossi-be who were devoting themselves to the production of the finest oil producible.

Their determination has never faltered and they have kept pace with every technical advance in production and distillation, discarding all inferior flowers and selling under their brand only the best fraction of the oil distilled.

This oil has been and now is distributed exclusively by Ungerer & Company and should not be confused with the ordinary commercial grades of Nossi-be or Madagascar oil which have since come on the market and which are demonstrably inferior, even by a superficial test.

*We are also headquarters for the finest grades of Bourbon and Manila Ylang Ylang*

# UNGERER & CO.

124 West 19th Street

:

New York

Say you saw it in SOAP!

## RECORD OF TRADE-MARKS

The following trademarks were published in the November issues of the *Official Gazette* of the United States Patent Office in compliance with Section 6 of the Act of September 20, 1905, as amended March 2, 1907. Notice of opposition must be filed within thirty days of publication. As provided by Section 14, fee of ten dollars must accompany each notice of opposition.

### Trade-Marks Filed

**Mycoblox**—This in shaded letters describing deodorant cakes. Filed by Masury-Young Co., Charlestown, Mass. Claims use since about Oct. 15, 1927.

**Portrait** of J. R. Jaco describing metal polish. Filed by J. R. Jaco, Doniphan, Mo., Sept. 9, 1929. Claims use since May 1, 1929.

**Mips**—This in solid letters describing metal polishes. Filed by William G. Reigle, Detroit, Sept. 9, 1929. Claims use since Aug 14, 1929.

**Bond**—This in solid letters describing disinfectant. Filed by Bond Chemical Co., Middletown, N. Y., Sept. 16, 1929. Claims use since May 15, 1928.

**Metro**—This in outline letters describing auto and furniture polish. Filed by Metropolitan Polish Co., Los Angeles, Oct. 3, 1929. Claims use since Dec. 1, 1928.

**7 in 1**—This in solid letters describing auto polish. Filed by Benmar Products Co., Los Angeles, Oct. 15, 1929. Claims use since Oct. 1, 1929.

**Riggs**—This together with package design describing tooth powder. Filed by Riggs Medicated Tooth Powder Co., Orlando, Fla., Sept. 26, 1929. Claims use since May 1, 1921.

**Naboc**—This in solid letters describing tooth powder. Filed by Naboc Co., New York, Aug. 8, 1929. Claims use since on or about July 10, 1929.

**Nu-A**—This in solid letters describing cleaning compound. Filed by Adele M. Behrendt, San Antonio, Aug. 15, 1929. Claims use since Mar. 7, 1929.

**My-Bess**—This in solid letters describing hand and grit soaps. Filed by Velvet Hand Soap Co., Bloomfield, N. J., Sept. 6, 1929. Claims use since Aug. 19, 1929.

**Chalomay**—This in solid letters describing toilet soap. Filed by Darnee, Inc., New York, Sept. 7, 1929. Claims use since Aug. 19, 1929.

**Filene's**—This in solid letters describing soaps and shoe polish. Filed by Wm. Filene's Sons Co., Boston, Sept. 13, 1929.

**Finesse**—This in solid letters describing toilet soap. Filed by Marshall Field & Co., Chicago, Sept. 16, 1929. Claims use since June 14, 1929.

**Sterilair**—This in solid letters describing moth preventive. Filed by Sterling Products Co., Easton, Pa., Aug. 22, 1929. Claims use since Aug. 28, 1928.

**Willdoo**—This in shaded letters describing roach powder. Filed by Willdoo Exterminating Products Co., Bayonne, N. J., Sept. 21, 1929. Claims use since July 5, 1929.

**Our Own**—This in shaded letters describing sweeping compounds. Filed by Cork Floor Products Co., Portland, Ore., June 27, 1929. Claims use since Feb. 29, 1928.

**Bluo**—This in outline letters describing laundry and toilet soap. Filed by Bluo Manufacturing Co., Somerville, Mass., Sept. 5, 1929. Claims use since Aug. 26, 1929.

**X Tooth Paste**—This on reverse plate describing tooth paste. Filed by X-it Laboratories, Inc., New York, Dec. 6, 1928.

**Culturiste**—This in solid letters describing soaps. Filed by Coty, Inc., Wilmington, Sept. 9, 1929. Claims use since Aug. 8, 1929.

**Sunset**—This in solid letters describing soap. Filed by Los Angeles Soap Co., Los Angeles, Oct. 5, 1929. Claims use since Oct. 2, 1901.

**Chemite**—This in solid letters describing washing powders. Filed by Chemite Products Co., Brooklyn, Feb. 20, 1929.

### Trade Marks Granted

**No. 263,218.** Insecticides. Sinclair Refining Co., New York. Filed April 12, 1928. Serial No. 264,739. Published June 12, 1928. Class 6.

**No. 263,232.** Insecticides and disinfectants. Parrot Chemical Co., New Hartford, N. Y. Filed July 11, 1929. Serial No. 286,951. Published August 20, 1929. Class 6.

Now in 100 lb.  
5 Ply Paper Bags  
Light 58% Soda Ash

ANOTHER forward step in a program of constant improvement—Wyandotte Soda Ash now comes in the famous Taggart-Bates multi-wall sewed-end paper bags. Five sturdy paper wrappings end the old dust nuisance. No Soda Ash sifts out—it can't.

The new 100 lb. size handles easier, quicker. You save time, labor. Guaranteed dust-proof, leak-proof, break-proof, moisture-proof.

This method of packing Light Soda Ash was originated by the Michigan Alkali Co.



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**MICHIGAN ALKALI COMPANY**

*General Sales Department*

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Works: Wyandotte, Michigan

**Say you saw it in SOAP!**

**No. 263,234.** Insecticide. United Coffee Corp., San Francisco. Filed July 1, 1929. Serial No. 286,463. Published August 20, 1929. Class 6.

**No. 263,250.** Insecticide. Alexandria Chemical Co., Alexandria, La. Filed June 10, 1929. Serial No. 285,364. Published August 20, 1929. Class 6.

**No. 263,289.** Insecticide. Cameo Products Co., Irvington, N. J. Filed July 8, 1929. Serial No. 286,770. Published August 27, 1929. Class 6.

**No. 263,292.** Insecticide. Cities Service Oil Co., Cleveland. Filed July 5, 1929. Serial No. 286,623. Published August 27, 1929. Class 6.

**No. 263,307.** Preparations for use against insects. Christy M. Farrar, St. Louis. Filed May 9, 1929. Serial No. 283,732. Published August 13, 1929. Class 6.

**No. 263,538.** Furniture Polish. E. J. Quinlivan, Denver. Filed June 22, 1929. Serial No. 285,960. Published August 20, 1929. Class 16.

**No. 263,830.** Soap. Colgate-Palmolive-Peet Co., Chicago. Filed April 24, 1929. Serial No. 282,917. Published August 27, 1929. Class 4.

**No. 263,834.** Detergents with and without Soap. Cowles Detergent Co., Cleveland. Filed July 3, 1929. Serial No. 286,553. Published August 20, 1929. Class 4.

**No. 263,836.** Soap Composition. Beach Soap Co., Lawrence, Mass. Filed July 2, 1929. Serial No. 286,472. Published August 20, 1929. Class 4.

**No. 263,837.** Cleaners, Polishes, and Waxes. United Shoe Machinery Corp., Boston. Filed June 29, 1929. Serial No. 286,400. Published August 27, 1929. Class 4.

**No. 263,860.** Soap. Colgate-Palmolive-Peet Co., Chicago. Filed April 24, 1929. Serial No. 282,916. Published August 27, 1929. Class 4.

**No. 263,867.** Preparation for destroying moths. W. A. Frost Mystic Co., St. Paul, Minn. Filed June 20, 1928. Serial No. 268,365. Published August 20, 1929. Class 6.

**No. 263,874.** Soap Flakes. Procter & Gamble Co., Cincinnati. Filed April 30, 1928. Serial No. 265,692. Published August 27, 1929. Class 4.

**No. 263,875.** Auto and furniture polish. Common Sense Mfg. Co., St. Louis. Filed April 19, 1928. Serial No. 265,123. Published July 24, 1928. Class 16.

**No. 263,885.** Hand soap. Impre Király, New York. Filed November 5, 1928. Serial

(Turn to Page 123)

## New Patents

Conducted by

### LANCASTER & ALLWINE

Registered Attorneys

PATENT AND TRADEMARK CAUSES

402 Ouray Building, Washington, D. C.

Complete copies of any patents or trademark registrations reported below may be obtained by sending 25c for each copy desired to Lancaster & Allwine. Any inquiries relating to Patent or Trademark Law will also be freely answered by these attorneys.

**No. 1,730,037.** Soap preparation. Patented October 1, 1929, by Fritz Gunther and Joseph Nusslein of Ludwigshafen-on-the-Rhine, Germany, assignors to I. G. Farbenindustrie Aktiengesellschaft, Frankfurt-on-the-Main, Germany, a Corporation of Germany. Filed May 29, 1926, Serial No. 112,675, and in Germany June 2, 1925. The process of treating articles with soaps which consists in employing a bath containing a soap and a naphthaline sulfonic acid containing alkyl groups with at least 3 carbon atoms.

**No. 1,732,454.** Process and Apparatus for Making Soap Powder. Patented October 22, 1922, by Oscar H. Wurster of Chicago, Illinois. The process of treating soap solution for the production of powdered soap comprising the steps of mixing a cleansing material with water, maintaining a supply of the mixed material at approximately 140 degrees Fahrenheit, pumping the material from said supply in a pulsating stream into a mixing chamber, the rate of pulsation of said stream being from 400 to 1200 per minute, introducing compressed air into said mixing chamber, discharging the material from said chamber through a restricted nozzle and against a baffle into a tower, and maintaining an up current of air in said tower to cool and solidify the particles of said mixture and to suspend the finer particles to cause them to combine with other particles to produce a substantially uniform granular material.

**No. 1,732,656.** Process for Soap. Patented October 22, 1929, by Grigori Petroff of Moscow, Russia. In the process of preparing hard soaps from drying and semi-drying oils, the step which comprises treating the oil with a water insoluble metallic chromate in the presence of a mineral acid other than

(Turn to Page 85)





**ESSENTIAL OILS  
SYNTHETIC AROMATICS  
COMPOUNDED PERFUME BASES**  
For the Soap and Insecticide Industries

**Our Own Manufacture**  
*Guaranteed Highest Quality*

**SAFROL**  
**OIL SASSAFRAS**  
**ARTIFICIAL**  
**OIL CAMPHOR**  
**SASSAFRASSY**



**NATURAL OIL CAMPHOR**  
**WHITE**  
of S. G. 0.875/0.895



*We solicit orders for the above for prompt  
or future shipment*

**DODGE & OLCOTT COMPANY**

87 Fulton Street

New York City

*The integrity of the house is reflected in the quality of its products*

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## Market Report on ESSENTIAL OILS AND AROMATICS

(As of December 8, 1929)

**N**EW YORK.—The scarcity of oil citronella, Ceylon, continued to be the feature of the market for essential oils and aromatic chemicals during the period just completed. No further offerings of the new crop are being made by producers, while prices in the domestic market continue to rise. The meager stocks available are being closely held, as there is a wide belief that the shortage will continue. Anise is also quoted higher due to a shortage of stocks, while bergamot continues to be priced abnormally low. Sharp cuts were also made in the quotations on lemon and orange during the period. The severe shortage in sandalwood oil continues, with firm prices prevailing. Prices on several aromatic chemicals were readjusted to conform with changed prices on various raw materials.

### OIL ANISE

A shortage of anise both here and abroad

sent anise prices higher during the period. Quotations at the close ranged from 80 to 85c lb.

### OIL BERGAMOT

Bergamot prices continued to be very attractive to buyers, in view of another slight reduction to \$3.25 lb., inside, in some quarters. Other quotations ranged up to \$3.50.

### OIL CITRONELLA

The Ceylon oil is almost unobtainable in producing regions. The last crop has been completely sold out, and a quantity of the new crop has already been bought up. Producers are not offering any further lots of the new oil, which makes the situation particularly acute. Quotations again rose during the period, and now stand at 56 to 60c lb. Java oil remained firm at 80 to 85c lb.

### OIL GERANIUM

Quotations on geranium oil were shaded dur-

# PLAIMAR (Reg'd) SANDALWOOD OIL

*Distilled by*

Plaimar, Ltd., Perth, W. A.

To protect yourself and us look for the  
PLAIMAR seal on every TIN.

Pronounced Therapeutically Equal to  
Oil of Santalum Album and Physiologically Superior.

### *Limits of Analysis:*

Sp. Gr. @ 15.5°	0.968 to 0.975
Opt. Rotation ad	-4° to -16°
Alcohol as Santalol	90% to 95%
Solubility in 70% Al.	1 in 3 to 1 in 6 Vols.

*American Agents*

**THE IMPERIAL EXPORT COMPANY, INC.**  
11 Moore Street New York City

Tel.: Whitehall 7622

# Raw Materials for Soapmakers

## Soap Colors

Our colors combine brilliancy, solubility and intensity. They are not only dependable but are very economical to use. The Druco line is renowned for fastness—particularly Green and Violet, Nos. 709, 710 and 801. They are fast to heat developed in the largest frames and will stand boiling in alkali. These colors also include a complete range of specialties for liquid soaps.

## Kaolin Osmose

This product is an electrolytically refined colloidal clay, entirely free from grit and other foreign matter. It has been found to be especially valuable in soaps as a fixative, at the same time improving the lather and preventing cracking. In tooth pastes it keeps the product soft and moist.

## Perfume Oils

Oils Geranium, Bois de Rose, Lavender—in fact, all of the perfume oils which find a wide use in soap compositions are available here. Since we draw our supplies directly from primary sources it is evident that we are in position to meet your demands. May we have the opportunity of submitting samples and quotations when you are next in the market?

## Perfuming Compounds

We are in position to supply compounds for the perfuming of any product in the line of soaps, theatre sprays, household insecticides, disinfectants and related sanitary products. If you will let us know what type of perfume you require, what it is to be used for, and whether you prefer any special types we will be pleased to work with you.

## A. C. Drury & Co., Importers

CHEMICALS - ESSENTIAL OILS - SYNTHETICS - BOQUETS - TALC - CLAY - WAX

106 East Austin Avenue, Chicago, Illinois

Linalyl Acetate

Terpinyl Acetate

Geranyl Acetate

True to test - - True to odor

We shall be pleased to submit samples and quotations on request. Stocks available in New York.

**P. R. DREYER INC.**

26 CLIFF STREET - - - - - NEW YORK

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**VANILLIN-FABRIK G.M.B.H.**  
**HAMBURG-BILLBROOK**

TELEGR. ADRES: VANILLINFABRIK • TEL. SAMMELNUMMER D 8 3432



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ing the period in some quarters, closing at an inside price of \$4.90. Other quotations ranged up to \$5.25. The Bourbon oil continued at \$4.90 to \$5.10.

#### OILS LEMON AND ORANGE

Substantial price declines were noted in these oils, paralleling the weakness in bergamot oil. A good quantity of domestic oil is available, making it unnecessary to pay high prices for imported products. Italian oil ranged from \$3.35 to \$3.60 lb., with West Indian at \$3.25 to \$3.35, and distilled oil at \$2.25 to \$2.50, considerably below previous quotations in each instance.

#### AROMATIC CHEMICALS

Geraniol advanced in price recently, on account of the substantial increase in the price of Citronella Java. Eugenol and Iso-Eugenol declined in price, following the recent drop in the price of clove oil.

#### OIL SANDALWOOD

The situation on sandalwood oil became even tighter during the recent period. What little oil reaches this country is quickly absorbed by the industry, and prices continue upward. Closing quotations ranged from \$9.25 to \$9.50 lb.

### Poucher Revises Book

**Perfumes, Cosmetics and Soaps, Vol. II,** (Revised) by William A. Poucher. Published by D. Van Nostrand Company. 500 pages. Cloth binding. Size, 6 by 9. This practical treatise on the perfuming of soaps and toilet preparations is the latest revision of this standard work, in which the author has added four new chapters and rewritten the rest of the volume in the light of recent developments in the soap and cosmetic industry. Three additional monographs on flower perfumes have been added, and a number of new illustrations have been included. Special attention has been given in the revised work to recent developments in the field of synthetic perfumes. After a short historical sketch, the first half of the book is given over to a study of the production and use of the various perfuming materials. All of the common perfumes are taken up in detail, and space is also given to fancy perfumes. The perfuming of soaps is taken up in a special chapter. The remainder of the book is devoted to a consideration of the perfumery of various toilet preparations, including dental creams, bath salts, shaving creams, toilet powders, skin creams, hair preparations and lotions. An appendix contains weight tables and conversion data.

## LAVENDER BOUQUET SAVON F

A new and distinctive composition, stable and extremely lasting, at \$3.50 per pound.

Aromatic Chemicals of *better* quality for soap perfumes.

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160 FIFTH AVENUE . . . NEW YORK

*Agents for*  
Descollonges Freres  
Lyons, France

*Agents for*  
Pilar Freres  
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*CHICAGO REPRESENTATIVE*  
A. S. La Zoris, 208 North Wabash Avenue

# "COLUMBIA BRAND"

## Caustic Soda

Solid - Flake  
Ground - Liquid



## Soda Ash

Light - Dense

## Columbia Chemical Division

Pittsburgh Plate Glass Co., Barberton, Ohio

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## Quality -- Service

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*Sole Agents*

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NEW YORK

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## Market Report on SOAP AND DISINFECTANT CHEMICALS

(As of December 8, 1929)

### ALKALIS

**N**EW YORK—There was no apparent let-up in the demand for soap and disinfectant chemicals as a result of the recent break in the security markets. Business leaders have confidence in the ruling price levels, and are showing no disposition to postpone contracting for 1930 needs. Shipments of alkalis continued in good volume, and producers reported that contracting was further advanced than at this time last year. Numerous changes were made in the 1930 contract price schedules, with a reduction in bulk soda ash prices being of chief interest to soap makers. Caustic soda contracts were renewed at the 1929 schedule. Phenol continued to be scarce on spot, although producers are willing to accept contracts for 1930 delivery at the old rates. The darker grades of rosin declined in price, while the better grades were quoted higher. Glycerin prices were unchanged from last period.

Producers did not agree exactly as to how far the contracting season had progressed, but all stated that the movement was farther along than at this time last year. No change was made in the caustic soda price schedule for 1930, contracts being renewed at the present rates. Quotations on soda ash were slightly lower for bulk buyers.

### COAL TAR PRODUCTS

Although phenol still continued to be scarce on spot, producers were willing to write contracts for future delivery at 14¾ to 15c lb. The spot price for small lots for immediate delivery through jobbers is considerably higher, ranging from 18c to 20c lb.

### GLYCERIN

After the advance in prices last period due to the entry of the antifreeze demand into the market, there was no further change in glycerin prices. Normal sales were reported

## THE NEWPORT PRODUCTS

*for  
soap  
makers*

### TETRALIN and HEXALIN

**Hydrogenated Coal Tar Bases with  
High Boiling Points and  
Better Dissolving Properties**

for oils, waxes, greases and fats than the solvents commonly used — therefore they are ideal for incorporation with Soaps and Detergents destined to be used in textile processing.



**The Newport Chemical Works, Inc.  
Passaic, New Jersey**

Branch Offices and Warehouses:

Boston, Mass.

Providence, R. I.

Philadelphia, Pa.

Chicago, Ill.

Greensboro, N. C.

# "Paradi"

*Trade Mark Reg. U. S. Pat. Off. 161837*

## Paradichlorobenzene

*Specially Prepared for*

**MOTH PREVENTIVES and DEODORIZING BLOCKS**

**For Immediate Shipment in 200, 100 or 50 Pound Barrels.**

## Caustic Soda

<p><i>Fused or Solid Caustic Soda</i>  <i>Liquid Caustic Soda</i>  <i>Flake Caustic Soda</i>  <i>Ground Caustic Soda</i></p>	<p><i>in Steel Drums</i>  <i>in Tank Cars</i>  <i>in Steel Drums</i>  <i>in Steel Drums</i>  <i>or Heavy Wooden Barrels</i></p>
--	---

## Other HOOKER CHEMICALS

Liquid Chlorine—Bleaching Powder—Muriatic Acid—Monochlorobenzene  
 —Benzoate of Soda—Benzoic Acid—Benzoyl Chloride—Benzyl Alcohol  
 —Antimony Trichloride—Ferric Chloride—Sulphur Monochloride—  
 Sulphur Dichloride—Sulphuryl Chloride—Salt.

## HOOKER ELECTROCHEMICAL CO.

**Eastern**  
**Sales Office:**  
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**Western**  
**Sales Office:**  
 Tacoma, Washington  
**Plant:**  
 Tacoma, Washington

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for this season of the year at the prevailing prices.

### ROSIN

The darker grades of rosin continued to fall in price during the period just closed, while the light grades regained some of the ground lost last period. The closing schedule follows: Grade B, \$8.52; H, \$8.55; K, \$8.57; N, \$8.60; WG, \$9.35; WW, \$9.85; wood works, \$6.75.

### MISCELLANEOUS

Insect powder was a little firmer during the recent period. A good grade of material could be obtained from 32c to 24c lb. Quotations varied, of course, according to source and quality.

Frederick Muelhens, Inc., has no right to use the trade mark, "4711," according to a recent decision by Judge Mack in Federal District Court. Complaint was brought by Muelhens & Kropff, Inc., who bought the trade mark from the Alien Property Custodian some years ago. The court also indicated that it would issue an injunction against Frederick Muelhens, Inc., provided that Muelhens & Kropff, Inc., would print on the labels pasted on their bottles the statement that their product is not manufactured in accordance with the original formula. Both firms plan to appeal the case.

## Hold First Chemical Day

C. C. Concannon, chief of the Chemical Division, Department of Commerce, has announced that so successful were the "Chemical Day" conferences held by him with various manufacturers in New York on Nov. 21, that this day will become a monthly feature of the service of his division hereafter. The first "Chemical Day" was held at the New York offices of the Bureau of Foreign and Domestic Commerce at the Customs House. The entire day was spent in conferences with manufacturers in the chemical, drug, and allied fields, discussing their problems. So great was the demand for time, that forty requests for appointments for conferences could not be taken care of on the first day and will be given first call at the next monthly conference which will also be in charge of Mr. Concannon. Following the recent "Chemical Day," P. C. Magnus, president of Magnus, Mabce & Reynard, Inc., New York, gave an informal luncheon to Mr. Concannon and others at the Drug & Chemical Club.

Charles Rawson has joined the staff of Pfaltz & Bauer, Inc., New York, in charge of the essential oil and perfuming materials department. He was formerly with Van Ameringen-Haebler, Inc., New York.

## When You Need TRI SODIUM PHOSPHATE

and your Production Manager phones up to your purchasing department to "**Rush that requisition for T.S.P. — we're nearly out!**" — just wire our nearest branch and we will **ship immediately** — whether it's a bag, barrel or carload. With ample stocks in our 19 branches and warehouses all over the country, we can give you **SERVICE** and the quality is always the highest, of course — **Grasselli Grade**.

**THE GRASSELLI CHEMICAL CO.**  
Established 1839

Branches and Warehouses:	
Albany	Cincinnati
Birmingham	Detroit
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New York  
Paterson  
Philadelphia  
Pittsburgh  
San Francisco  
St. Louis  
St. Paul

**GRASSELLI GRADE** *A Standard Held High for 90 Years*

# PALM OIL

All Grades in Bulk, Tank Cars, Drums, Casks,  
Barrels. Direct Importations from

WEST AFRICA  
SUMATRA  
MALAY

# PALM KERNEL OIL

*Crushed and Extracted*

PEANUT OIL

LINSEED OIL

SESAME OIL

SUN FLOWER OIL

RAPESEED OIL

SHEANUT OIL

RICE OIL

SOYA OIL

COTTON OIL

CASTOR OIL

*Deliveries in All Positions*

*Bulk, Tank Cars, Packages*

## THE UNITED AFRICA CO. INC

205 EAST 42nd ST., NEW YORK CITY

Say you saw it in SOAP!

## Market Report on TALLOW, GREASES AND OILS

(As of December 8, 1929)

**NEW YORK.**—Price changes in both directions were noted in the market for oils, fats and greases during the recent period. As several producing seasons moved into their last stages, crop estimates were revised downward, causing price advances in such oils as coconut, cottonseed and corn. Copra was stronger, as arrivals at concentration centers fell off. Unfavorable weather and short offerings accounted for the rise in crude cottonseed oil. With the exception of these oils, the general trend of the list was downward. Tallow and the greases were quoted under the closing prices of last period, as was stearine. Soya bean oil and olive oil also declined in price in spite of light offerings.

### COCONUT OIL

With arrivals of copra falling off at concentration points, prices advanced, ranging from  $\frac{3}{8}$ c to  $\frac{1}{2}$ c lb. Coconut oil prices also rose

as domestic stocks were reported small, with fewer offerings. Closing quotations on New York tanks ranged from  $7\frac{1}{8}$ c to  $7\frac{1}{4}$ c lb.

### CORN OIL

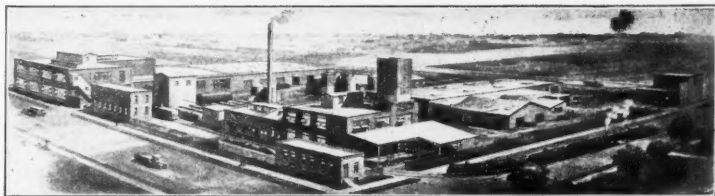
Corn oil was a little firmer at the close of the period, with the general quotation being 8c lb. Consumers were not anxious to buy at this figure, being content to await new developments before taking on further stocks.

### COTTONSEED OIL

An unofficial estimate put the cotton crop at 14,785,000 bales, somewhat under the November Government estimate of 15,009,000 bales. Weather reports from producing areas were unfavorable, and offerings of crude oil were generally light. These factors caused a slight advance in quotations on crude, which closed at  $7\frac{3}{8}$ c to  $7\frac{1}{2}$ c lb. The market was quiet with buyers holding off until more information on the crop is available.

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ESTABLISHED 1876

**Corn Oil—Peanut Oil—Cottonseed Oil**

**Coconut Oil—Fatty Acids**

**C. F. SIMONIN'S SONS, Inc.**

*Manufacturers and Refiners*

**PHILADELPHIA**

**PENNSYLVANIA**



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## Vegetable Oils - Tallow - Greases

Coconut Oil

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Olive Oil

Olive Oil Foots

Oleo Stearine

Oleo Oil

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*with merit proven by years of service.**Especially designed for*

Auto Soaps

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Polishing Pastes

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Shampoo Bases

*and all other soft and specialty soaps.*Stacking Drums  
Bring Satisfaction

GAUGES:

22—24 or 26



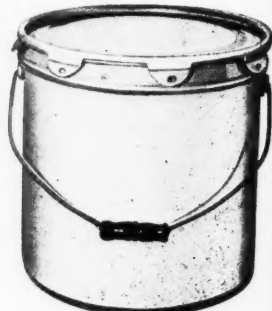
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Insure Safety  
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50 Lb. Grease Pail

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Fats

**THE TWITCHELL PROCESS COMPANY**  
CINCINNATI OHIO

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Say you saw it in SOAP!

## GREASE

Another decline in the list of greases occurred during the period, all items dropping  $\frac{1}{4}$  c lb. below the close of last period. There was a moderate demand, but purchases were reported only in small volume.

## OLIVE OIL

Declines were the rule again this period, both in olive oil and olive oil foots. The market was steady after the reductions, as buyers became somewhat more active.

## PALM OIL

Lagos oil advanced slightly during the period, while Niger was quoted lower. Palm kernel oil also declined in price. Offerings were light and inquiry was slack, making a quiet market.

## SOYA BEAN OIL

Prices were reduced on this oil, in step with most of the rest of the list. Buyers did not enter the market actively, being content to await additional developments in this oil as in competing products which have also declined.

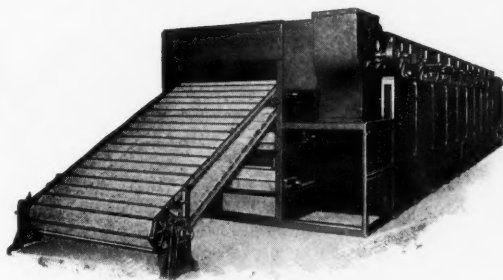
## TALLOW

Prices on city extra tallow were reduced from  $8\frac{1}{8}$  c to  $7\frac{7}{8}$  c lb. during the period. Offerings were not large at this reduced figure.

## Automatic Johnson Sealer Sold

Battle Creek Bread Wrapping Machine Co., Battle Creek, Mich., has bought the Johnson Automatic Sealer Co., also of Battle Creek. For the time being, the identity of both concerns will remain unchanged, with practically the same plant and field forces maintained. With the retirement of William Bent, Freman Higgins, who has been his chief assistant for some time past, will be in charge of the Johnson organization. The Battle Creek Bread Wrapping Machinery Co. has a large national service organization, which they expect to train in connection with the Johnson machines. In addition they are now planning new packaging machinery, which will be a part of the Johnson line as soon as it is ready. Products of the Johnson Automatic Sealer Co. are top and bottom sealing machines, lining equipment, wax and glassine paper wrappers and gross and net weight scales. The Battle Creek Bread Wrapping Machine Co. makes bread wrapping and slicing machinery, special equipment for wrapping sliced bread, also equipment for wrapping yeast cakes, cartons, butter, etc. Officers of the concern are H. W. Conklin, president; W. D. Baker, vice-president; E. D. Strain, secretary, and F. G. Redner, treasurer and manager.

## On Drying Soap ~



**N**EXT to quality comes low price quantity production in drying chip soap. Both quality and quantity results are obtained by the use of the Sargent Three Swing Shelf Conveyor or progressive

stage Chip Soap Drying Machines. These machines may be had with or without Chilling Rolls.

**C. G. SARGENT'S SONS CORP.**

GRANITEVILLE

MASSACHUSETTS

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**NIAGARA**  
*is a guaranty  
 of purity in*  
**PARA**  
 ”

**I**T is a manufacturing axiom that Deodorants, Disinfectants and Insecticides are only as good as their base. Niagara Para gives the assurance of dependable strength.



Niagara Para is an always pure product. It should be used to give your production the superiority that wins trade and consumer preference.

Investigate the advantages of Niagara Para, supplied in Quality Crystals.

*Quotations gladly  
 given upon request*

## NIAGARA ALKALI COMPANY

Associated with Electro Bleaching Gas Co.  
 Pioneer Manufacturer of Liquid Chlorine.

JOSEPH TURNER CO.

*Sales Agents for Caustic Soda and Bleach*

19 Cedar Street, New York

Say you saw it in SOAP!

Acet  
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## CURRENT PRICE QUOTATIONS

### Chemicals

Acetone, C. P. drums .....	lb.	.13	.14
Acid, Boric, bbls. 99½% .....	ton	135.00	162.50
Cresylic, 97%, dk., drums .....	gal.	.58	.70
97-99%, pale drums .....	gal.	.62	.78
Formic, 90%, tech. ....	lb.	.10½	.12
Oxalic, bbls. ....	lb.	.11¼	.11½
Salicylic, tech. ....	lb.	.33	.37
Adeps Lanae, hydrous, bbls. ....	lb.	.14½	.15
Anhydrous, bbls. ....	lb.	.15½	.16
Alcohol, Ethyl, U. S. P., bbls. ....	gal.	2.66	2.86
Complete Denat., No. 5, drums, ex. gal.		.52	.60
Alum, potash, lump, lb. ....	lb.	—	.03½
Ammonia Water, 26° drums wks. ....	lb.	.03	.03½
Ammonium Carbonate, tech., bbls. ....	lb.	.08¼	.13
Bay Rum, Porto Rico, denat. bbls. ....	gal.	.75	.80
St. Thomas, bbls. ....	gal.	.70	.75
Domestic, bbls. ....	lb.	1.15	1.30
Benzaldehyde, U. S. P. ....	lb.	.60	.65
Technical .....	lb.	2.00	2.60
Bleaching, Powder, drums. ....	100 lb.	66.00	77.50
Borax, pd., cryst. bbls. kgs. ....	ton	.06¼	.07
Carbon Tetrachloride, car lots. ....	lb.	.06¼	.10
Caustic, see Soda Caustic, Potash Caustic			
China Clay, filler .....	ton	10.00	25.00
Cresol, U. S. P., drums .....	lb.	.14	.17
Creosote Oil, tanks .....	gal.	.13	.16
Formaldehyde, bbls. ....	lb.	.08½	.09¾
Fullers Earth .....	ton	15.00	30.00
Glycerin, C. P., drums .....	lb.	.14	.14½
Dynamite, drums .....	lb.	.12	.12¼
Saponification, tanks .....	lb.	.08¼	.08½
Soaps, Lye, tanks .....	lb.	.07¼	.07½
Hexallin, drums .....	lb.	—	.60
Kieselguhr, bags .....	ton	\$0.00	60.00

Lanolin, see Adeps Lanae.			
Lime, live, bbls. ....	per bbl.	1.70	2.20
Menthol, cases .....	lb.	4.50	4.75
Synthetic, tins .....	lb.	3.00	3.75
Mercury Bichloride, kegs .....	lb.	1.65	1.80
Naphthalene, ref. flakes, bbls. ....	lb.	.04½	.06½
Nitrobenzene (Mylbane) drums. ....	lb.	.09½	.11
Paradichlorobenzene, bbls. ....	lb.	.17	.18
Paraformaldehyde, kegs. ....	lb.	.10	.42½
Petrolatum, bbls. (as to color) ....	lb.	.02¾	.08¾
Phenol, (Carbolic Acid), drums. ....	lb.	.18	.20
Pine Oil, bbls. ....	gal.	.67	.72
Potash, Caustic, drums .....	lb.	.06¼	.06¾
Flake .....	lb.	.07	.08
Potassium Bichromate, casks. ....	lb.	.09	.09¾
Pumice Stone, powd. ....	100 lb.	2.50	4.00
Rosins (600 lb. bbls. gross for net) —			
Grade B to H, basis 280 lbs. ....	bbl.	8.52	8.55
Grade K to N .....	bbl.	8.57	8.60
Grade WG and WW .....	bbl.	9.35	9.75
Wood, works .....	bbls.	6.75	6.75
Rotten Stone, powd., bbls. ....	lb.	.02¾	.04½
Silica, Ref., floated .....	ton	22.00	30.00
Soap, Mottled 40 lb. box .....	lb.	.15	—
Powdered White, U. S. P. ....	lb.	.29	.30
Green, U. S. P. ....	lb.	.07¾	.08¼
Whale Oil, bbls. ....	lb.	.04	.05¼
Soda Ash., Contract, wks., bags, bbls.,			
100 lb. ....	100 lb.	1.32	1.55
Five bbls., up. local .....	100 lb.	2.34	2.49
Soda Caustic, Cont., wks., sld. ....	100 lb.	2.90	—
Five drums up, solid, local. ....	100 lb.	3.76	3.91
Five drums up, grnd. flk. ....	100 lb.	4.16	4.31
Soda Sal., bbls. ....	100 lb.	1.00	1.15
Sodium Bifluoride .....	lb.	.17½	.19
Sodium Chloride (Salt) .....	ton	15.00	20.00

## Industrial Chemicals

*... for soaps and cleaners*

### Caustic Soda

High grade electrolytic in solid or liquid form.

### Carbon Tetrachloride

Redistilled—water white—supplied also in combination with other solvents to meet individual requirements.



### Tri Sodium Phosphate

Fine granular and powdered. Free flowing and non-caking.

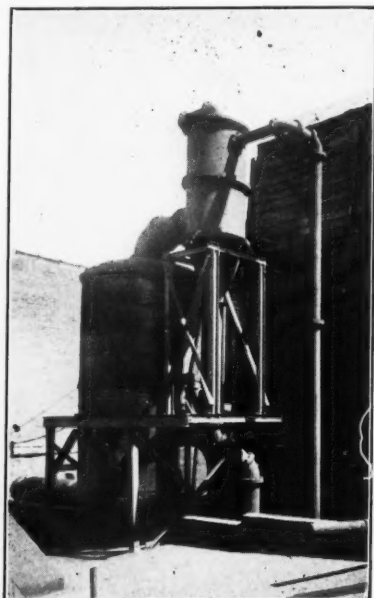


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Garrigue Barometric Catchall and Barometric Condenser

WHEREVER conditions permit, the catchalls on GARRIGUE Evaporators are elevated with the barometric condensers and the returns from the catchall, instead of being led back to the evaporator are dropped into an open tank through a barometric column (U. S. Patent No. 1,317,488). By this means the operator is continually kept informed as to the amount of liquor being carried into the catchall and in case of excessive frothing can store the excess liquor in the tank until normal conditions are re-established.

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GLYCERINE RECOVERY

Glycerine Distillation Oil Refining  
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Soap Powder Manufacture

*for your soap products —*

STAUFFER BRAND

# Caustic Soda

"STAUFFER BRAND" Caustic Soda can be supplied either solid or liquid, in drums or tank cars. It is uniform, pure and worth while using in your soap products. Send your next Caustic Soda inquiry to us.

*also makers of Carbon Tetrachloride for cleaners*



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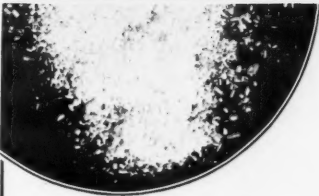
Say you saw it in SOAP!



Sodium Fluoride, bbls. ....lb.	.08½	.09
Sodium Hydrosulphite, bbls. ....lb.	.23	.27
Sodium Phosphate, bbls. ....lb.	.0390	.0490
(Trisodium phosphate)		
Sodium Silicate, 40 deg., drum...100 lb.	.70	.80
Drums, 60 deg., wks. ....100 lb.	1.65	—
In tanks, 10c less per hundred wks.		
Tar Acid Oils, 15-25% ....gal.	.26	.30
Zinc Oxide, lead free ....lb.	.06½	.07
Zinc Stearate, bbls. ....lb.	.24	.26

Oils—Fats—Greases

Castor, No. 1, bbls. ....lb.	.13¼	.13½
No. 3, bbls. ....lb.	.12¾	.13
Coconut, tanks, N. Y. ....lb.	.07½	.07¼
Tanks, Coast ....lb.	.06¾	.07
Fatty acids, mill, tanks ....lb.	.10½	Nom.
Cod, Newfoundland, bbls. ....gal.	.59	.60
Copra, bags, Coast ....lb.	.04½	.04½
Corn, tank, mills ....lb.	.08	.08½
Bbls., N. Y. ....lb.	.10½	Nom.
Fatty acid, ....lb.	.08¾	Nom.
Cottonseed, crude, tanks, mill...lb.	.07½	.07½
PSY ....lb.	.08½	.09
Fatty Acids, mill, bbls. ....lb.	.09	Nom.
Degras, Amer., bbls. ....lb.	.04¼	.05½
English, bbls. ....lb.	.04½	.05
German, bbls. ....lb.	.03½	.04
Neutral, bbls. ....lb.	.07¾	.09½
Greases, choice white, bbls., N. Y. ....lb.	.08	.09
Yellow ....lb.	.06½	.06¾
Brown ....lb.	.06¼	.06¾
House ....lb.	.06½	.06¾
Lard, prime, steam, tierces ....lb.	.10½	—
Compound tierces ....lb.	.10¾	.11
Lard Oil, edible prime ....lb.	.15	—
Extra, bbls. ....lb.	.12½	—
Extra, No. 1 bbls. ....lb.	.12	—
No. 2, bbls. ....lb.	.11½	—
Linseed, raw, bbls., spot ....lb.	.1480	.1560
Tanks, raw ....lb.	—	.1400
Boiled, 5 bbls. lots ....lb.	—	.1600
Menhaden, Crude, tanks, Balt. ....gal.	—	.45
Light pressed, bbls. ....gal.	.67	.70
Yellow, bleached, bbls. ....lb.	.69	.72
Extra bleached, bbls. ....lb.	.72	.75
Oleo Oil, No. 1, bbls., N. Y. ....lb.	.11¼	—
No. 2, bbls., N. Y. ....lb.	.10¾	—
No. 3, bbls., N. Y. ....lb.	.10	—
Olive, denatured, bbls., N. Y. ....gal.	.92	.95
Shipments ....gal.	.90	.92
Foots, bbls., N. Y. ....lb.	.08¼	.08½
Shipments ....lb.	.07¾	.08
Palm, Lagos, casks spot ....lb.	.07¾	.07½
Shipments ....lb.	.07¾	—
Niger casks, spot ....lb.	.06¾	.07
Shipments ....lb.	.06¾	—
Palm Kernel, pkgs. ....lb.	.08	.08¼
Tank cars ....lb.	.07	.07¼
Peanut, refined, bbls., N. Y. ....lb.	.13¼	Nom.
Crude, bbls., N. Y. ....lb.	.11½	Nom.
Red Oil, distilled, bbls. ....lb.	.10¾	.11¾
Saponified, bbls. ....lb.	.10¾	.11¾
Tanks ....lb.	.09¾	—
Soya Bean, crude tks., Pac. Coast. ....lb.	.09¾	.10
Crude, bbls., N. Y. ....lb.	.12	.12½
Refined, bbls., N. Y. ....lb.	.13¼	.13½
Stearic Acid		
Double Pressed ....lb.	.15¾	.16¼
Triple pressed, bgs. ....lb.	.18¼	.18¾
Stearine, oleo, bbls. ....lb.	.09¼	.10
Tallow, fancy, f. o. b. plant ....lb.	.08¾	.08¾
City, ex. loose, f. o. b. plant ....lb.	.07¾	—
Tallow oils, acidless, tanks, N. Y. ....lb.	—	.10¾
Bbls., c/I, N. Y. ....lb.	—	.11
Whale, nat. winter bbls., N. Y. ....lb.	—	.78
Blehd., winter, bbls., N. Y. ....gal.	—	.80
Extra blehd., bbls., N. Y. ....gal.	—	.82



FINE

## FOUR Reasons WHY VICTOR Tri Sodium Phosphate

*Is the Favorite Ingredient of Household, Laundry and Commercial Cleansers*

1. Because Victor T.S.P. is free flowing—always easy to work with.
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All in all Victor T.S.P. makes the most efficient cleansing compound known to modern science. It will clean everything from metal and porcelain to finest glassware, fabric and linen or to the dirtiest garage floor.

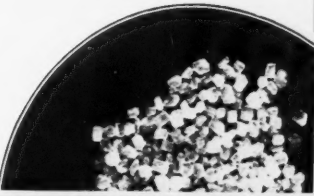
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## VICTOR Free-Flowing Tri Sodium Phosphate



FLAKE

## A New Low Priced ODOR—

A powerful perfume base of the lemongrass type especially adapted for use in liquid soaps, deodorizing blocks and crystals, fly sprays, theatre sprays, polishes.

### LEMENONE

The lowest cost odor of its type available. For use alone or compounded with other odor bases. Gives a refreshing citrus character to any odor. Will cut the cost of any odor.

Priced at 26c. per pound in drums.

*Let us send you a sample of this low cost base.*

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## OIL OF BERGAMOT ~ VILARDI

A MANUFACTURER buying this brand is assured of securing an oil from the most important and reliable source of supply. It assures the user of obtaining absolutely satisfactory results—

*Ask us for a sample and be convinced that the*

### OIL OF BERGAMOT

*supplied by the*

### HOUSE OF VILARDI

*is the kind you should use.*

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**P. R. DREYER INC.**


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Baltimore — San Francisco — Los Angeles

Say you saw it in SOAP!

## Essential Oils


Almond, Bitter, U. S. P. ....lb.	2.75	3.00
Bitter, F. F. P. A. ....lb.	2.90	3.75
Sweet, cans ....lb.	.68	.72
Apricot, Kernel, cans ....lb.	.42	.44
Anise, cans ....lb.	—	—
U. S. P. cans ....lb.	.80	.85
Bay, tins ....lb.	2.35	2.55
Bergamot, coppers ....lb.	3.25	3.50
Artificial ....lb.	2.00	3.25
Birch Tar, rect., bot. ....lb.	.40	.45
Crude, tins ....lb.	.11	.14
Bois de Rose, Brazilian ....lb.	1.50	1.60
Cayenne ....lb.	2.00	2.35
Cade, cans ....lb.	.25	.26
Cajuput, native, tins ....lb.	.80	.83
Calamus, bot. ....lb.	3.25	2.50
Camphor, Sassy, drums ....lb.	.32	.31
White, drums ....lb.	.37	.39
Cananga, native, tins ....lb.	2.90	3.00
Rectified, tins ....lb.	3.65	3.85
Caraway Seed ....lb.	1.85	1.95
Cassia, 80-85% ....lb.	—	—
Redistilled, U. S. P., cans ....lb.	1.10	1.15
Cedar Leaf, tins ....lb.	1.00	1.10
Cedar Wood, light, drums ....lb.	.26	.28
Citronella, Java, drums ....lb.	.80	.85
Citronella, Ceylon, drums ....lb.	.56	.60
Cloves, U. S. P., cans ....lb.	1.85	1.95
Copaiba ....lb.	.60	.70
Eucalyptus, Austl., U. S. P., cans—lb.	.55	.58
Fennel, U. S. P., tins ....lb.	.85	1.00
Geranium, African, cans ....lb.	4.90	5.25
Bourbon, tins ....lb.	4.90	5.10
Hemlock, tins ....lb.	1.00	1.10
Lavender, U. S. P., tins ....lb.	2.75	5.00
Spike, Spanish, cans ....lb.	.90	1.10
Lemon, Ital., U. S. P. ....lb.	2.75	3.25
Lemongrass, native, cans ....lb.	.78	.80
Linaloe, Mex., cases ....lb.	2.50	2.60
Neroli, Artificial ....lb.	10.00	20.00
Nutmeg, U. S. P., tins ....lb.	1.80	1.90
Orange, Sweet, W. Ind., tins ....lb.	3.25	3.35
Italian, cop. ....lb.	3.35	3.60
Distilled ....lb.	2.25	2.50
Origanum, cans tech. ....lb.	.25	.30
Patchouli ....lb.	8.00	9.00
Pennyroyal, dom. ....lb.	1.80	2.00
Imported ....lb.	1.20	1.30
Peppermint, nat. cases ....lb.	3.50	3.60
Redis., U. C. P., cases ....lb.	3.75	3.90
Petit Grain, S. A., tins ....lb.	1.90	1.95
Pine Needle, Siberian ....lb.	.65	.70
Pinus Pumilio, U. S. P. ....lb.	2.50	2.85
Rose, French ....oz.	13.00	14.00
Bulgarian ....oz.	14.00	17.00
Artificial ....oz.	2.00	2.75
Rosemary, U. S. P., drums ....lb.	.44	.50
Tech., lb. tins ....lb.	.30	.35
Sandalwood, E. Ind., U. S. P. ....lb.	9.25	9.50
W. Indian (Amyris) ....lb.	2.45	2.50
Plaimar Australian ....lb.	3.84	4.02
Sassafras, U. S. P. ....lb.	1.00	1.10
Artificial ....lb.	.40	.42
Spearmint, U. S. P. ....lb.	4.75	4.90
Thyme, red, U. S. P. ....lb.	.72	.85
White, U. S. P. ....lb.	.82	.84
Tech. ....lb.	.60	.70
Vetivert, Bourbon ....lb.	6.00	9.00
Java ....lb.	20.00	22.00
Ylang Ylang, Bourbon ....lb.	9.00	12.00

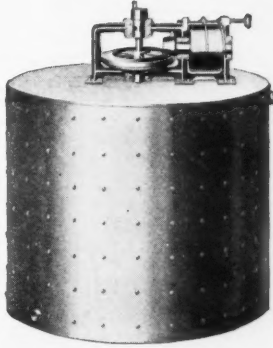


**for**

**SOAP**

**in the Making**





## PATTERSON

### Mixing Machinery

Regardless what you may require in soap mixing equipment, Patterson can supply your every need—whether it be a single Agitating Mechanism to replace an old one or an entire battery of Jacketed Mixers, designed for high or low pressure steam operation as you may require, and completely equipped with Agitators, Stirrers and Fittings.

The Patterson line of standardized Jacketed Mixers includes no less than seven sizes running in tank diameters from 2 to 6 feet and in capacities from 47 to 1270 gallons—a standardization that assures you prompt deliveries and reasonable prices.

*Ask us to quote you  
on your requirements*

**The PATTERSON FOUNDRY & MACHINE COMPANY**

RICHARD L. CAWOOD, President

**East Liverpool, Ohio**




New York

Philadelphia

Chicago

Los Angeles



# METZNER & OTTO

Leipzig, Germany

Essential Oils

Aromatic Chemicals

*We invite your inquiries, especially on*

## LAVENDESTER (M & O)

the latest Metzner & Otto product. A most satisfactory and extremely economical substitute for Lavender

also

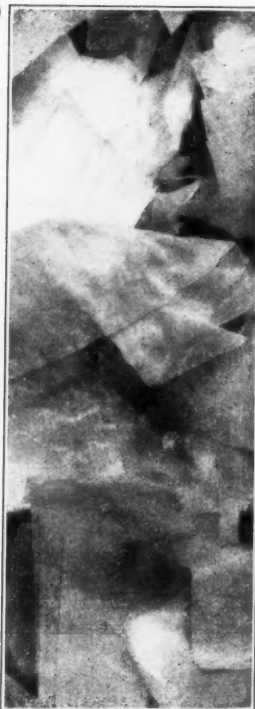
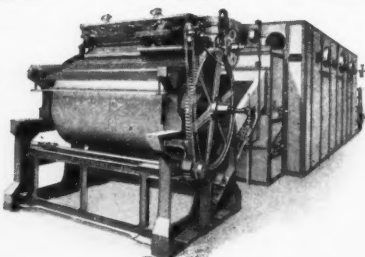
Safrol and Sassafras Art.

*Sole Agents for U. S. and Canada*

## EURO-AMERICAN CORPORATION

52-54 Beekman St., 'Phone Beek. 3336  
NEW YORK, N. Y.

Works, 125 N. J. Railroad Ave.  
NEWARK, N. J.



## THIN CHIPS!

This new Proctor Dryer produces Soap Chips of transparent thinness—exactly the kind now in popular demand for package laundry soap—also the chip that can be produced most efficiently in making cake toilet soap.

New throughout—new chilling rolls—new dryer, this machine not only produces the most satisfactory soap chip, but it excels in high capacity, saving of floor space, reduced steam consumption, low cost of operation. Write.

**PROCTOR & SCHWARTZ, Inc.**  
PHILADELPHIA

Say you saw it in SOAP!

### Aromatic Chemicals

Acetophenone, C. P. ....lb.	3.00	3.75
Amyl Cinnamic Aldehyde ....lb.	4.00	8.00
Anethol ....lb.	1.85	1.90
Benzaldehyde, tech. ....lb.	.60	.65
F. F. C. ....lb.	1.35	1.50
Benzyl Acetate ....lb.	.95	1.25
Alcohol ....lb.	1.25	1.35
Citral ....lb.	2.75	4.00
Citronellal ....lb.	2.00	3.00
Citronellol ....lb.	3.50	5.00
Citronellyl Acetate ....lb.	13.00	14.00
Coumarin ....lb.	3.50	4.00
Diphenyl oxide ....lb.	.90	1.15
Eucalyptol U. S. P. ....lb.	1.00	1.05
Eugenol, U. S. P. ....lb.	3.25	3.50
Geraniol, Domestic ....lb.	2.65	2.75
Imported ....lb.	3.00	3.25
Geranyl Acetate ....lb.	2.75	3.50
Hellotropin, dom. ....lb.	1.90	2.00
Imported ....lb.	2.85	2.60
Hydroxycitronellal ....lb.	5.50	6.00
Indol, CP ....oz.	6.00	6.50
Ionone ....lb.	5.00	10.00
Iso-Eugenol ....lb.	4.25	4.50
Linalool ....lb.	3.25	5.00
Linalyl Acetate ....lb.	4.25	7.50
Menthol ....lb.	4.90	5.25
Methyl Acetophenone ....lb.	3.75	4.25
Anthranilate ....lb.	2.25	2.40
Paracresol ....lb.	8.00	9.00
Salicylate, U. S. P. ....lb.	.40	.43
Mirbane, rect. ....lb.	.10	.12
Musk Ambrette ....lb.	6.50	7.00
Ketone ....lb.	7.50	8.00
Xylene ....lb.	2.15	2.75

Phenylacetaldehyde ....lb.	7.50	9.00
Phenylacetic Acid, 1 lb. bot. ....lb.	3.00	4.00
Phenylethyl Alcohol, 1 lb. bot. ....lb.	4.50	6.50
Rhodinol ....lb.	12.00	18.00
Safrol ....lb.	.44	.46
Terpineol, CP, 1,000 lb. drs. ....lb.	.34	.36
Cans ....lb.	.36	.38
Terpinyl Acetate, 25 lb. cans ....lb.	.90	1.15
Thymol, U. S. P. ....lb.	2.20	2.40
Vanillin, U. S. P. ....lb.	6.25	7.00
Yara Yara ....lb.	1.50	2.50

### Miscellaneous

Insect Powder, bbls. ....lb.	.31	.33
Concentrated Extract ....gal.	2.10	2.30
Gums—		
Arabic, Amb. Sts. ....lb.	.29	.30
White, powdered ....lb.	.31	.34
Karaya ....lb.	.12	.30
Tragacanth, Aleppo, No. 1 ....lb.	1.28	1.40
Sorts ....lb.	.50	—
Turkish, No. 1 ....lb.	1.00	Nom
Pine Oil, stm. dist. ....gal.	.67	.69
Tar Oil, bbls. dist. ....gal.	.50	.52
Commercial Grade ....gal.	.42	.44
Waxes—		
Bayberry, bgs. ....lb.	.28	.30
Bees, white ....lb.	.50	.55
African, bgs. ....lb.	.33	.34
Refined, yel. ....lb.	.38	.40
Candelilla, bgs. ....lb.	.22	.23
Carnauba, No. 1 ....lb.	.33	.34
No. 2, Yel. ....lb.	.23	.30
No. 3, Chalky ....lb.	.23	.24
Japan, cases ....lb.	.16	.17
Paraffin, ref. 125-130 ....lb.	.041 $\frac{1}{2}$	.053 $\frac{1}{2}$

For your

## Mentholated Shampoos-Soaps-Creams

use Schering-Kahlbaum synthetic

# MENTHOL

Finest odor, Pure white crystals

The newest shampoos, liquid soaps, cake soaps, shaving creams, face creams, lotions, etc., are mentholated. Why not add this refreshing touch to your products? Try a sample of Schering synthetic menthol.

Thymol, U. S. P. - Also Camphor, Synthetic

SCHERING CORPORATION 110 William Street  
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Sole Import and Sales Agents in the U. S. A. for the Manufacturers.

Stock Carried at New York.

Products of

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Berlin

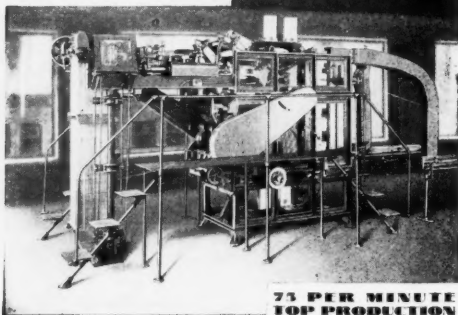




UNIFORMITY

1930  
OCTOBERS M T W T F S  
1 2 3 4  
5 6 7 8 9 10 11  
12 13 14 15 16 17 18  
19 20 21 22 23 24 25  
26 27 28 29 30 31Day After Day...  
Year In And Out!STANDARD GRADE  
SILICATE of SODA...runs true to formula and  
the formula, in turn, corre-  
sponds precisely to that which  
has been selected for your  
own purpose.Herein lies a factor of safety  
...a source of the utmost  
reliance in the nature of your  
own output.Standard  
Silicate Company

Cincinnati, Ohio

Cincinnati, O.  
Marseilles, Ill.4  
Factories  
4  
Better ServiceLockport, N. Y.  
Jersey City, N. J.CARTON FEEDER AND  
BOTTOM SEALERJOHNSON Automatic CARTON Feeder and Bottom Sealer.  
Now available in productive capacities from 30 to 75 pack-  
ages per minute.Continuous, Automatic  
and Positive Packaging!A Complete Line of  
Greater-Capacity Machines

"JOHNSON" now offers manufactur-  
ers greater economies in packaging  
equipment. Cartons in the flat, with-  
out side seam glued, may now be fed au-  
tomatically, the side seam glued, bottom  
sealed, lined, filled, weighed, and wax-  
wrapped—all on the JOHNSON Greater-  
Capacity PACKAGING MACHINES at a  
speed of 75 per minute, with no operators  
required and a marked saving in cost of  
cartons.

Special conditions, your specific package  
—these require the individual counsel of a  
JOHNSON Packaging Engineer. Ask him  
in, without obligation. Let him show you  
how economies may be affected in floor  
space and production cost (both labor and  
material) by progressive in-line packaging.  
The coupon will bring this man—or a  
catalog.

Johnson Automatic Sealer Co.

Battle Creek, Mich., U. S. A.

New York, 30 Church St., Chicago, 228 N. La Salle St.

JOHNSON  
AUTOMATIC PACKAGING MACHINERYScales; Bot-  
tom and top  
Sealing Lin-  
ing Mach-  
ines, Wrap-  
pers (Wax &  
Glassine).

JOHNSON AUTOMATIC SEALER Co., Battle Creek, Mich.

☐ Without obligation, please send experienced Pack-  
aging Engineer. 7-29S.☐ Send Catalog.

Name .....

Address .....

City ..... State .....

Say you saw it in SOAP!

## Signature as Trade Mark

(From Page 34)

Following this defeat, E. W. Williams took an appeal to the tribunal higher up, and there he won. The Assistant Commissioner of Patents concluded that there was no likelihood of confusion and he stood on the general principle that a trader has the right to the legitimate use of his name in his business. The more so when he expresses that name in a form so distinctive as an autograph signature.

The effect of the climax in this stoutly-fought case must be to the more strongly entrenched any and every bona-fide autograph signature as a trade mark. But that does not mean that a surname displayed in conventional script type will pass muster as an autograph. Nor does it mean that a junior sharer of an established familiar name may bid for business solely on his surname, even though this name be put out in autograph form. It may be taken as gospel that the Federal courts will never allow any one of the Williams clan to buck the ancestral house with a new rendering of "Williams" alone. The disassociated bearer of an honored name can use the loophole of the autograph signature only when he is willing to stand on his own feet by disclosure of this initials or full given name.

## Glycerin Analysis

(From Page 31)

Experience has shown that if attention is given the following points in connection with the set-up of the apparatus, excellent results will be obtained.

(1) Use a two-liter pyrex Claissen distillation flask with the side arm sealed to avoid the use of a rubber stopper.

(2) Have the delivery tube of the Claissen flask close to sealed top of the side-arm. Bend the delivery tube to form a trap, thereby preventing any droplets from being carried over mechanically.

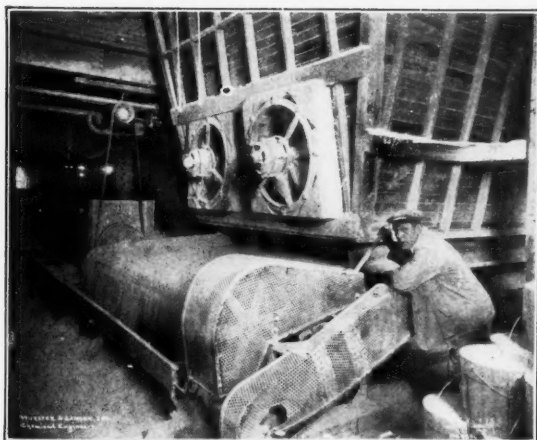
(3) Use a 16-inch Liebig condenser and have the outlet of the delivery tube of the Claissen flask long enough to go inside the delivery tube of the condenser. This arrangement keeps the acid out of contact with the rubber stopper.

(4) Cut the outlet tube of the condenser at an angle and adjust the mouth of the receiving flask. This is done as an extra precaution against possible evaporation or contamination.

(5) Use equal volumes of reagents quality concentrated hydrochloric acid and distilled water, discarding the first three-quarters of



## Spray-Process Soap Powder Plants



The spray process of producing soap powder is now displacing the old chilling-roll method in large plants.

The product is granular and more pleasing in appearance than the fine, dusty powder scraped off of rolls.

There is no refrigeration required. Less labor and power are required. Manufacturing costs are cut in half.

**New Plants Designed—  
Old Plants Remodeled**

### Complete plants for

Crude, Dynamite and C. P. Glycerine—  
Laundry, Toilet and Liquid Soaps,  
Spray-Process Soap Powder, Fatty Acid  
Distillation, Fat Splitting, Stearic Acid  
and Red Oil, Refining of Fats and Oils,  
Hydrogenation of Oils.

**WURSTER & SANGER, INC.**  
5201 Kenwood Avenue  
CHICAGO

# POTASSIUM PERSULPHATE for Bleaching Soaps

A COMBINATION of POTASSIUM PERSULPHATE and BECCO ELECTROLYTIC HYDROGEN PEROXIDE for the improved bleaching of soaps. Learn about this newest bleaching agent which is already being used by some of the leading soapmakers.

Send samples to our laboratory for a free test of this new bleaching method.

**BUFFALO ELECTRO-CHEMICAL  
COMPANY, Inc.**

Station B.

Buffalo, N. Y.

## CITRONELLAL for Soap

*Cheaper than Citronella Java  
Goes Farther*

**A. M. TODD COMPANY**  
KALAMAZOO MICHIGAN

BUSINESS ESTABLISHED IN 1869

Say you saw it in SOAP!

the distillate and collecting as much of the last quarter portion as may be desired.

(6) The exact weighing of the distillate is greatly facilitated by employing the special capillary pipette recommended.

The committee suggests that HCl prepared by the above method be checked against sodium carbonate so that no matter which acid is used, there will be a uniform standardization method. It is understood that B. of S. weights are to be used in the standardizations. There will be available about one hundred bottles of the A. O. C. S. Standard Crude Glycerine Sample which the committee will turn over to the A. O. C. S. for sale at a nominal price.

The work on the soap sample is making good progress and the committee hopes that an accepted analysis can be reported at the next meeting. The personnel of the Soap Section Committee and the co-operating laboratories working on the soap and glycerine samples follows. It should be noted that all the laboratories did not work on the glycerine sample.

Ralph W. Bailey, Stillwell & Gladding, Inc.  
A. K. Church, Chief Chemist, Lever Bros. Co.  
Chas. J. Gundel Works Chemist, Fels & Co.  
L. F. Hoyt, Manager, Research Dept., Larkin Co., Inc., Buffalo.

Martin H. Ittner, Chief Chemist, Colgate-P. O.-Peet Co., Jersey City.

H. J. Morrison, the Procter & Gamble Co.  
Wm. A. Peterson, Chief Chemist, Kirkman & Son, Brooklyn.

W. D. Richardson, Chief Chemist, Swift & Co., Chicago.

M. L. Sheely, Chief Chemist, Armour Soap Works, Chicago.

H. P. Trevithick, Chief Chemist, N. Y. Prod. Exchange, New York City.

R. B. Trusler, Industrial Fellow, Mellon Institute, Pittsburgh.

H. C. Bennett, Chief Chemist, Los Angeles Soap Co., Los Angeles.

V. K. Cassady, Chief Chemist, The Palmolive Co., Milwaukee.

Curtis & Tompkins, San Francisco.

R. C. Dickson, Chief Chemist, Colgate-P. O.-Peet Co., Berkeley.

M. M. Durkee, The A. E. Staley Mfg. Co., Decatur.

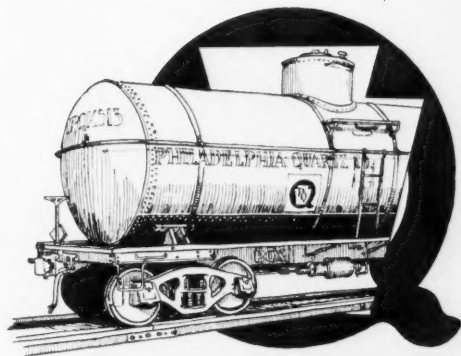
F. E. Joyce, Haskins Bros. & Co., Omaha.

A. J. Harvey, Technical Director, Lever Bros., Ltd., Toronto.


John Ornfelt, LaFrance Mfg. Co., Philadelphia.


Foster D. Snell, Brooklyn.

W. J. Reese, Chief Chemist, Colgate-P. O.-Peet Co., Kansas City.



## Fulfilling the Contract

Silicate problems at least are over when you have accepted the Quartz Quality Silicate contract. A tank car with the  painted on it at your siding is assurance of uniform quality silicate for your soaps. Keep your storage filled to capacity with Quartz Quality Silicate.

The  trade mark was fashioned out of "delivering the goods" to the industry during the long march of years since 1864.

“N” Brand Silicate is shipped in barrels, drums or tank cars from all our works located at Chester, Pa., Rahway, N. J., Buffalo, N. Y., Utica, Ill., Anderson, Ind., Kansas City, Kan., St. Louis, Mo.

### Philadelphia Quartz Co.

General Offices: Philadelphia  
Chicago Offices: 205 W. Wacker Dr.

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**NEW!**

# DIAFILT

A form of Diatomaceous Earth singularly adapted by nature as a

## **FILTER AID**

processed and perfected to  
insure uniformity and maxi-  
mum *efficiency*.

Our engineers will be glad to  
demonstrate the advantages  
of DIAFILT in your plant.

Full particulars and samples  
will be supplied on request.

## **INDUSTRIAL CHEMICAL SALES CO.**

230 Park Avenue  
New York, N. Y.

205 W. Wacker Drive  
Chicago, Ill.

Manufacturers of



Decolorizing Carbons

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Say you saw it in SOAP!



## New Patents

(From Page 59)

chromic capable of forming water insoluble salts with the metallic radical of the chromate used.

**No. 1,733,213.** Apparatus for Treating Soap. Patented October 29, 1929, by Oscar H. Wurster of Chicago, Ill. In combination, a tower for treating soap having heating coils within the tower dividing the tower into an upper and a lower compartment, means for spraying soap above the coil so that the soap drops down through or between the heating coils, means for causing a current of air to pass up through or between the coils at a velocity permitting the sprayed soap to fall downwardly through the heating coils, and means in addition to said current of air for preventing accumulation of soap on the heating coils.

**No. 1,733,749.** Soap Powder Dispensing Device. Patented October 29, 1929, by Thomas S. Patterson of Malaga, New Jersey. A dispensing device for soap powder comprising a shell for containing powder, a rotary discharge outlet therefor, and a conical shell disposed in said outlet and forming an annular delivery passage.

**No. 1,733,842.** Cleanser. Patented October 29, 1929, by Fernando Somonza Vivas of Los Angeles, California, assignor to International Fireproof Products Corporation, New York, N. Y., a Corporation of Delaware. In the process of producing a cleaning compound the step which comprises treating a mixture of gasoline and ammonium carbonate with chlorine in the presence of a solid catalyst.

**No. 1,733,150.** Soap. Patented October 29, 1929, by Hector Eulalio Crocco of Buenos Aires, Argentina. A detergent comprising a base of a water soluble soap together with a fatty sulphonated compound, non-gaseous detergent liquid hydrocarbon and sodium sulphate, the said base being present in from two to ten times the amount of each of the ingredients, each of which ingredients is present in substantially equal amounts.

Exports of dental creams from the United States to Java and Madura in 1928 were valued at \$131,000. The Batavia office of the Bureau of Foreign and Domestic Commerce recently succeeded in placing the agency of a well known American tooth paste. A trial order to the amount of \$800 was placed by the Batavian firm.

IF YOU WANT

HIGHER DECOLORIZING POWER

BETTER ECONOMY

TRY

**CARBORAFFIN and ESBIT**

ACTIVE CARBONS OF HIGH EFFICIENCY

**ALLIED ACTIVE CARBON COMPANY, INC.**

551 FIFTH AVENUE, NEW YORK CITY

# Free-Flowing



AERO  
BRAND

# T-S-P

Aero Brand Tri-Sodium Phosphate retains its quick-solubility and free-flowing advantages right up to the moment of use.

The American Cyanamid Company, with its ample facilities and care in manufacture, assures satisfactory results to users of Aero Brand Tri-Sodium Phosphate.

Aero Brand Tri-Sodium Phosphate is accurately screened and carefully stored. "Fines" and "Crystals" are shipped in paper lined, non-sifting packages and in drums, kegs, barrels and bags up to 325 pounds to the container. Write for price and other information.

• • •

Industrial Chemicals Division  
AMERICAN CYANAMID COMPANY  
535 Fifth Avenue New York

## When You Want To

- get a position
- hire a new man
- sell surplus equipment
- buy used equipment

or when you want to get in touch with the entire soap, disinfectant and insecticide industry for any other reason, use classified advertising in

## SOAP

Rates:

10c per word, \$2.00 minimum  
5c per word, \$1.00 minimum  
for positions wanted.

*THE advertising pages of SOAP are read every month by practically every manufacturer of*

**Disinfectants**

**Cattle Dips**

**Household Insecticides**

**Theatre Sprays**

**Deodorants**

**Polishes and Cleansers**

*in the United States and Canada. If you want to increase your business in these fields, SOAP can help you do it.*

Say you saw it in SOAP!



# INSECTICIDE AND DISINFECTANT SECTION

Official Publication of *The Insecticide and Disinfectant Manufacturers Association.*  
Harry W. Cole, Holbrook, Mass., Secretary.

## Hold Sixteenth Annual Meeting of INSECTICIDE & DISINFECTANT Manufacturers Association

**T**HE Sixteenth Annual Meeting of the Insecticide & Disinfectant Manufacturers Association was held at the Commodore Hotel, New York, on Monday, Tuesday and Wednesday, December 9, 10, and 11. About 200 representatives of the insecticide, disinfectant, liquid soap, and raw material industries attended. The meeting opened December 9 at 10:00 A. M. and closed at noon on December 11. The annual banquet attended by about 150 members and guests was held in the Grand Ball Room of the hotel on Tuesday evening, December 10.

The annual election of officers held during the closing session of the convention named as the new president for 1930, Dr. R. C. White, president of the R. C. White Chemical Co., Philadelphia. He succeeds H. W. Hamilton of the Koppers Products

Co., Pittsburgh, who has served during the past two years. Evans E. A. Stone, president of William Peterman, Inc., New York, was chosen first vice-president and John Powell of John Powell & Co., New York, was named second vice-president. Harry W. Cole of Baird & McGuire, Inc., Holbrook, Mass., was again chosen secretary and Robert J. Jordan of Wm. E. Jordan & Bro., Brooklyn, N. Y., was re-elected treasurer.

The Board of Governors for 1930 was elected as follows: J. L. Brenn, Huntington Laboratories, Inc., Huntington, Ind.; Peter Dougan, Merck & Co., Rahway, N. J.; Karl Dolge, C. B. Dolge Co., Westport, Conn.; Charles P. McCormick, McCormick & Co., Baltimore; E. B. Loveland, Stanco, Inc., New York; C. C. Baird, Baird & McGuire, Holbrook, Mass. In connection with the



DR. ROBERT C. WHITE  
*Robert C. White Co.*  
President 1930



H. W. HAMILTON  
*Koppers Products Co.*  
Retiring President



HARRY W. COLE  
*Baird & McGuire, Inc.*  
Secretary 1930

election of the Board of Governors, an amendment to the constitution and by-laws of the Association was proposed at the convention which provides for automatically electing on the Board in addition to those regularly chosen each past president of the Association. This move is aimed to facilitate larger attendance at Board meetings especially when the members are widely scattered over the country.

Following the calling of the first session to order on December 9, President H. W. Hamilton read a brief report for the year, followed by an analysis of the year's activities of the Association by Secretary H. W. Cole in his annual report. The two reports follow:

### Address of the President

**D**URING the past year the economic struggle of nations, industries and peoples has become more and more a problem of the first order. Industry throughout the world is regrouping itself. It is a rare instance where one industry can be found carrying on its work ignoring completely its competitors or allied undertakings. This is one of the reasons for a trade association. It is a common meeting ground of allied industries.

We read of the elaborate guild organizations, trade

fairs and conclaves of years ago. All of these were organized for the betterment of general and personal condition of life. Time has changed the name and forms of these gatherings in many cases, especially in a progressive country, but the true purposes are the same. We here today are in a true sense a guild meeting. Our activities are broadened and the scope of our affairs is vastly greater—but, we are here to meet one another, to promote our trade generally and better our own business by the knowledge and ideas we can gather.

So we have gathered here, as members of the Insecticide and Disinfectant Manufacturers Association, with our friends and allied tradesmen, to keep intact an organization which might prove of value should occasion arise to combat a common problem or accomplish a common aim. We shall also hear about new methods of carrying our business to greater success. In chamber conferences we shall find it possible to meet with various ones whom it might have been difficult to reach personally except by much travel. Lastly, but not the least important, we shall enjoy the friendships we shall make during the social gatherings.

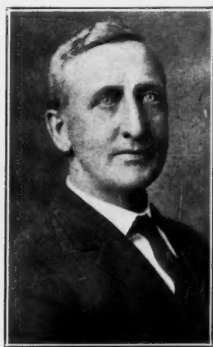
The spirit of helpful cooperation which has always been the keynote of our meetings should be greater than ever this year. Our committees have accomplished more, our program is the most diversified and our membership is greater. One cannot hold this responsible office without being deeply moved by the splendid support received from every member, es-



EVANS E. A. STONE  
*William Peterman, Inc.*  
1st Vice President 1930



JOHN POWELL  
*John Powell & Co.*  
2nd Vice President 1930



ROBERT J. JORDAN  
*Wm. E. Jordan & Bro.*  
Treasurer 1930



E. B. LOVELAND  
*Stanco, Inc.*  
Board of Governors

pecially my fellow officers and the committee chairmen. This Association stands today a real factor in the country, a financial success, growing larger each year in membership and with the industry well represented. All this has been done and future progress can be made only by the sincere interest of every member.

### Report of the Secretary

**D**URING the year which is now drawing to a close, there has been comparatively little activity in state legislatures and in Congress which affected our interests. Every bill introduced has been reported to us and has been carefully scanned, and wherever it was deemed advisable, measures were taken to have objectionable wording amended or removed. We have had, as usual, the fullest cooperation of the secretarial and legal offices of The Proprietary Association.

Since last we met in annual convention, 23 bulletins have been issued. This is a smaller number than in recent previous years, and is due in part to the very efficient service rendered by the publishers of our official organ, in giving you through their columns information of particular interest. No attempt has been made to take up your time with bulletins dealing with the tariff wrangle in Congress, although we have kept a sharp watch on proposed changes in the bill

which might effect those materials which our industry uses. A little later you will hear a more comprehensive report from the Chairman of our Tariff Committee.

In contrast with the inactivity of the legislatures is the abnormal activity of business during the year. Within the past twelve months business has been more aggressive than at any previous period in the country's history. Competition is keener, more combinations of interests have been formed, stronger sales campaigns conducted, newer types of packages introduced, a much greater use of the radio has been made for advertising, and in general practically all lines of business activity have taken some new form, all for the ultimate purpose of securing a larger share of the consumer's dollar. The need of conferences and of trade association meetings is greater than ever before; so much so, in fact, that it is generally conceded that the man in business today who neglects these opportunities to meet with his competitors and to learn everything possible about his own particular line, is in grave danger of being relegated to the background through this new competition. The crash in the security market this fall operated to temporarily slow up business. There is every indication, however, of real business stability, and it is felt in many circles that the year to come will be one of unusual prosperity. Confidence is being restored and big business in general is planning vast expenditures for further development.

Among the many matters discussed at our Board



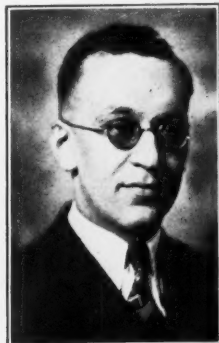
C. C. BAIRD  
*Baird & McGuire, Inc.*  
Board of Governors



C. P. MCCORMICK  
*McCormick & Co.*  
Board of Governors



PETER DOUGAN  
*Merck & Co.*  
Board of Governors



J. L. BRENN  
*Huntington Laboratories*  
Board of Governors





**PINE OIL**  
Disinfects - Deodorizes  
Cleans, and Kills  
Disease Producing  
Bacteria



## EFFECTIVE AND NOT OFFENSIVE

**E**FFICIENT disinfectants and insecticides containing Hercules Steam-distilled Pine Oil have a pleasant odor. This is a quality most desirable anywhere, but especially so in buildings where an unpleasant odor is annoying.

Information regarding pine oil and its uses will be sent, upon request, to manufacturers of disinfectants, insecticides, and deodorants, by our Technical Service Division.

Naval Stores Department

**HERCULES POWDER COMPANY**

INCORPORATED

961 Market Street, Wilmington, Delaware

Largest producers of pine oil, wood rosin and steam-distilled wood turpentine.

HERCULES POWDER COMPANY, 961 Market Street, Wilmington, Delaware

Please send me a test sample of Hercules Steam-distilled Pine Oil.

Name \_\_\_\_\_ Company \_\_\_\_\_

Street \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_

Say you saw it in SOAP!



Sixteenth Annual Dinner, Insecticide & Disinfectant Mfrs. Association, New York, Dec. 10, 1929

meetings this year, but concerning which no conclusion was reached, is one which deals with the powers with which the Postmaster General is invested under the amended postal laws and regulations. Poisons and certain other substances of a harmful or corrosive nature are barred to the mails. The Postmaster General is authorized to specify the type or kind of container which shall be used for the mailing of substances which ordinarily might cause injury to postal employees if improperly packed. Thus far that official has not availed himself of this prerogative, and we are informed by Washington that he does not choose to do so. In the meantime some of our members whose products are classed as poisons or possibly injurious if carelessly handled, are obliged to ship their materials by express rather than by parcels post, with resulting monetary loss to the maker and oftentimes great inconvenience to the buyer.

As you have been previously informed, the Department of Commerce and the Bureau of the Census issue questionnaires at yearly intervals in which you as manufacturers are asked for figures covering your production, consumption of raw materials, as well as certain other pertinent data in order that the Government might compile this information and tell with a fair degree of accuracy what the country produces and how much. Heretofore this information has not been available, largely because the individual manufacturer would not take the time to assemble the data or considered that by complying with the request he might be furnishing information which he would not want his competitors to have. The departments at Washington point out that statistics furnished to them will be held in strict confidence and they again appeal to us to honor these requests, with the assurance that the figures when tabulated will be of interest and real help to every member of our Association. It is therefore recommended to the Committee on Resolutions that it give consideration to this matter and present a suitable resolution which will serve to put our organization on record as favoring the assembling and publishing of this data.

Last December your Secretary attempted to pay a tribute to our then First Vice-President, Mr. Evans E. A. Stone, who was retiring from active membership. Although Mr. Stone did have his name dropped from the active roll, he continued with us as an associate member and as proof of his interest he attended the June convention at Chicago. Last month Mr. Stone again applied for active membership as President of William Peterman, Inc., insecticide and disinfectant manufacturers, New York City and was promptly accepted. We are very happy to welcome Mr. Stone back as an active member and we hope it will be his pleasure, as it is his privilege, to again

contribute of his time, knowledge and wisdom to the Association in its quest for bigger and better things.

Our dealings with the Departments at Washington have been very harmonious, particularly with the Food, Drug & Insecticide Administration of the Department of Agriculture. We are pleased to have with us on this occasion Dr. P. B. Dunbar, Assistant Chief of the Administration, Dr. C. C. McDonnell, Chief of Insecticide Control of the Administration and Dr. R. C. Roark, in charge of the Insecticide Division of the Bureau of Chemistry and Soils. It is a very fine thing that these gentlemen should be sufficiently interested in what our Association is doing to be with us on this occasion and to become better acquainted with our purpose and we with theirs so that we might continue to work together with mutual understanding and accord.

The Federal Trade Commission it is generally agreed is doing a worth-while work. We frequently read of the trade practice conferences that are held under their direction among various industries. During the year, at the solicitation of one of our members, we had occasion to invite the attention of the Commission to certain glaring misstatements employed in the advertising of a member of the industry, with the result that the objectionable practice was immediately stopped. We have found the Commission to be very prompt in its investigations of unfair trade practices.

The Bureau of Foreign and Domestic Commerce is likewise performing a very useful and valuable service, particularly to those who are interested in developing their foreign trade. Later you will hear a report from the Chairman of the Special Committee on relations with the Department of Commerce. Mr. Richard P. Hendren, Commercial Agent of the Department, with headquarters in this city, is with us today and he will no doubt be glad to answer any questions you have to ask concerning the Department's activities.

It is a great satisfaction to see our meetings so well attended, and the large number of members who have registered from distant points. In recent years our attendance at conventions has been far in excess of our total membership. This is especially heartening to the officers and committeemen who have given their best to the work throughout the year in order that this, your Association, might continue to be recognized as a leader in trade association activities. A great deal of hard, conscientious labor has been expended by many of our members. While time will not permit us to speak of the efforts each has put forth, we cannot refrain from paying a deserved tribute to the leadership of President Hamilton who has so ably

(Turn to Page 115)

**today**

# D U L C E N E

***is internationally acclaimed  
as the cheapest and finest  
perfuming material of its class.***

Three characteristics combine to make  
DULCENE unique:

- (1.) that it is three times stronger than  
the average essential oil.
- (2.) that its odor is pleasant and very  
lasting.
- (3.) that it costs only 60c per pound, in  
drum lots.

Several widely used essential oils, such as, Citronella,  
Geranium, and others went up in price.

But the price of DULCENE is always the same—60c per  
pound in drum lots.

## ***Are you using DULCENE?***

If not, send for a trial pound (75c) and  
get acquainted with it.

# FELTON CHEMICAL COMPANY, Inc.

601 Johnson Avenue

Brooklyn, N. Y.

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Say you saw it in SOAP!

## Sanitary Products at Hotel Exposition

**T**HE Fourteenth National Hotel Exposition was held in Grand Central Palace, New York City, November 11 to 15, 1929, under the auspices of New York State Hotel Assn. and Hotel Assn. of New York City. About 400 manufacturers of food, materials and equipment bought by the hotel trade exhibited their products to the visiting hotel owners, and among the exhibitors were a number of producers of soaps, cleaning compounds, disinfectants and allied products. Since the solution of sanitary problems is so important in the administration of a successful hotel, the hotel managers took a great interest in the exhibits of the producers of these sanitary products. Among the exhibitors were the following:

**B. T. Babbitt, Inc.**—Exhibited **Bab-O** in the new 100 and 300-lb. drums, as well as in the customary 15 oz. cans. Exhibit in charge of Barney Ahrens.

**Pine Tree Products Co.**—Showed their complete line of **Pine Tree** soaps and toilet preparations in a booth decorated with miniature pine trees. Exhibit in charge of Billy B. Van, John A. Regan, William S. Drake and Frank Fay.

**Procter & Gamble Co.**—Exhibited **Crisco** and **Puritan Oil**. Exhibit in charge of Chas. R. Chesley, R. A. Willet, E. F. Nordell, R. F. Martin and C. J. Pfirrmann.

**Wesson Oil and Snowdrift Co.**—Showed **Wesson Oil** and **M-F-B Snowdrift**. Exhibit in charge of Mrs. M. E. Gropper, F. J. O'Riley, and John Reed.

**Long Island Soap Co.**—Showed their general line of soaps, powders, cleansers, coal tar disinfectant, cresol compounds and automatic soap dispensers. Exhibit in charge of Alex. Baar, George Steiner and Fred Smullin.

**Alpha Chemical Co.**—Showed their cleaners, soaps, polishes, insecticides, disinfectants, deodorants, waxes and dishwashing compounds. Exhibit in charge of C. B. W. Chapman and M. H. Simpson.

**Noxon Chemical Products Co.**—Showed **Noxon**. Exhibit in charge of E. H. Nottebaum and W. E. Benson.

**Crystal Products Co.**—Showed their paradi-chlorbenzene blocks and shaker top cans. Exhibit in charge of A. Kuperberg, A. Sherman, J. F. Devine and G. E. Broking.

**Morgan Industries**—Showed their insecticide, **C-Em-Die**. Exhibit in charge of Miss I. Shaffer and N. E. Morgan.

**Guarantee Exterminating Co.**—Showed their general line of insecticides and germicides. Exhibit in charge of F. T. Simpson.

**Mysterious Chemical Co.**—Showed their insecticides and germicides in liquid and powder form. Exhibit in charge of Mrs. J. B. Nance, who claims to be the only woman exterminator in the world.

**Hold-Gloss, Inc.**—Showed their general line of polishes. Exhibit in charge of W. E. Dupree.

**Oakite Products, Inc.**—Showed their cleaner, **Oakite**. Exhibit in charge of J. Roehri and E. Lingle.

**Kent Co., Inc.**—Showed their floor scrubbing and polishing machinery.

**Floorola Corp.**—Showed their floor scrubbing and polishing machines as well as their wax floor polishes. Exhibit in charge of H. L. Male and D. Strokirk.

**J. B. Ford Sales Co.**—Showed their detergent and scouring compound. Exhibit in charge of H. S. Cline and E. T. Bakewell.

**Economics Laboratory**—Showed their cleaner, **Soilax**.

**Blue Seal Cleaners, Inc.**—Showed their **Blue Seal** cleaner. Exhibit in charge of Robert R. Rainier.

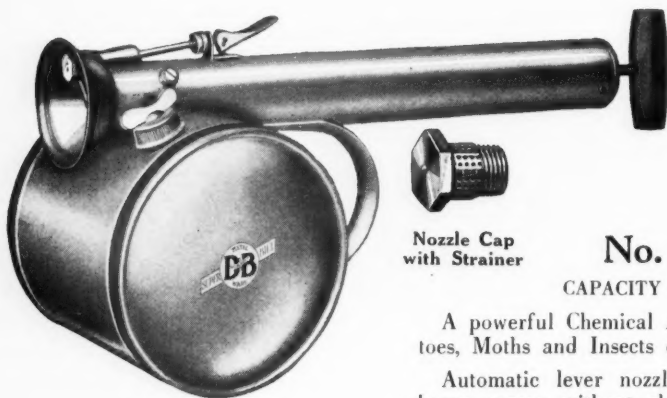
### Chemical Exports Continue Larger

During the first half of this year exports of American chemicals showed a very satisfactory increase over shipments in the same period of 1928. Europe, which takes about 35 per cent of the total, increased requirements about ten per cent. South America showed a 15 per cent gain and the Far East advanced 20 per cent. Canada continued to be the largest single buyer, gaining almost 20 per cent, with purchase of \$16,800,000 worth of chemicals. The United Kingdom, the largest single buyer, until displaced by Canada in 1928, advanced 9 per cent, with imports valued at \$12,900,000. Germany, Japan and Argentina followed in importance with goods valued at \$9,800,000, \$7,400,000 and \$5,230,000 respectively. Paints and varnishes, lacquers, naval stores, coal tar products and carbon black were among the chemical items which showed unusually satisfactory gains.

Applications for permits to erect two factory buildings in Niagara Falls, were filed recently by the Roessler Hasslacher Chemical Co. The total cost of the buildings is estimated at \$32,000.

# D & B SUPERBILT

## CHEMICAL SPRAYERS DISTINCTLY ORIGINAL AND SUPERIOR



Nozzle Cap  
with Strainer

**No. 35**

CAPACITY 3 QUARTS

A powerful Chemical Atomizer for Flies, Mosquitoes, Moths and Insects of all kinds.

Automatic lever nozzle, adjustable for light or heavy sprays without change of caps. Very high pressure is secured by setting sprayer down for pumping.



Set down  
for Pumping

### No. 10 D&B Superbilt Combination Chemical Sprayer

*with Air Regulator and Volume Control*

CAPACITY 1½ GALLONS

This is a powerful chemical atomizer in combination with an ordinary compressed air sprayer—produces the results of both with many variations in between.

#### The Air Regulator

A very important feature in this sprayer is the new patent air regulator. It is capable of a wide range in nozzle adjustment to make it produce a heavy spray, medium mist, or the very finest vapor fog. Works equally well with heavy or light oils or other spraying materials.

*Write for catalog on our  
complete line.*

**The Dobbins Manufacturing Co.**  
North St. Paul, Minn.



Air  
regulator  
valve

Air check valve

Say you saw it in SOAP!



## Notes of the Trade

Dr. Alfred Weed, formerly connected with the Bureau of Entomology, Department of Agriculture, Washington, has become associated with John Powell & Co., New York, in charge of insecticide and entomological research.

E. B. Loveland of Stanco, Inc., New York, returned Dec. 10 from a two weeks' trip to Havana. The journey was for his health and was taken at the suggestion of his physician.

William Peterman, Inc., New York, represented by Evans E. A. Stone, president; Schaeffer Oil & Refining Co., Chicago, represented by Dr. L. N. Markwood; and the Arizona Disinfectant Co., Phoenix, Ariz., represented by P. W. Smith, are the newly elected members of the Insecticide & Disinfectant Manufacturers Association.

Dr. L. N. Markwood, formerly of the New York office of the Food, Drug and Insecticide Administration, has severed his Government connection and is now engaged in consulting work in disinfectants, insecticides, etc., specializing in chemical composition, label revision, and other technical and legal aspects of the business.

J. L. Brenn, president of Huntington Laboratories, Huntington, Ind., and chairman of the Democratic County Committee of Huntington County, Ind., was successful in the recent city election in having the complete Democratic ticket elected to office in Huntington, normally a Republican city.

American Cyanamid Co., New York, producers and importers of heavy chemicals, including cresylic acid and tri sodium phosphate, have acquired the assets of the American Powder Co., Maynard, Mass. The latter company has been practically out of the explosives business for some time past, being mostly employed, at the present time, in the manufacture of nitrocellulose for lacquers, artificial leather, etc.

Electric Rotary Machine Co., 3825 W. Lake St., Chicago, manufacturers of floor refinishing equipment, are developing a new unit which they expect to market to large users through sanitary products companies.

McCormick & Co., Baltimore, are distributing a map of the world showing the sources of the various products distributed by the company. The folder also contains interesting information about the past history of Baltimore and McCormick & Co.

Clifton Chemical Co., 246 Front Street, New York, makers of a complete line of sanitary products, recently added two new items to the list of Clifton products. The first of these is Clifton Rug Shampoo, a clear, coconut oil hard-jelly soap, which is claimed to effect a considerable saving as compared with chips or powders. The other new product is Wetclensol, a coconut oil potash paste soap for cleaning woolens, flannels, silks, satins, laces and fabrics.

The Cleanite Company, cleansing preparations and insecticides, which has been located in Des Moines since its organization is preparing to transfer its activities to Chariton, Iowa, and establish a plant there for the manufacture of its line of chemical preparations. Three-fourths of a \$20,000 stock subscription to be placed with interests in Chariton is reported to have been subscribed.

Use of cleansing and polishing products containing a cyanide has been prohibited in eating places in New York State by the adoption by the State Public Health Council of an amendment to the sanitary code. This amendment became effective December 1.

Chemicals & Drugs, Inc., of Boston, Mass., and New York, will establish a plant in Baltimore, having leased a five-story warehouse at Light and Lee Sts. for a term of years. Chemicals & Drugs, Inc., is a holding concern which owns the Dethol Corporation, Richmond, and Bleachodent Dental Laboratories, New York, as well as several other companies. All the manufacturing will be done at the Baltimore plant.

McKesson & Robbins, Inc., recently declared their regular dividends of 50 cents on common, payable November 11 to stock of record November 1 and regular quarterly dividend of 87½ cents on Series A preference stocks, payable December 16 to stock of record December 2.

The new River and Rail Terminal on the Ohio River at Cincinnati is now under construction on the river front directly across Front Street from the plant of the DuBois Soap Co. of that city.

*For more than five years*

# INSECT **POWCO** POWDER

BRAND  
REG. U.S. PAT. OFF.

has guaranteed both Purity  
and High Killing Power  
*by Chemical and  
Physiological Tests*



The aim of any progressive insecticide manufacturer is to produce a product that *effectively* and *consistently* kills insects.

For many years **POWCO BRAND** High Test Insect Powder has been produced on a toxicity basis by careful scientific selection and control.

This control is by correlation of both chemical analyses and actual tests on insects—*whereby purity and high killing power content is guaranteed . . . real buying economy for you.*

The use of **POWCO BRAND** High Test Insect Powder makes sure that your product will always have the necessary high killing power to bring repeat sales.

## JOHN POWELL & Co., INC.

*Specialists in Pyrethrum*

114 East 32nd St.

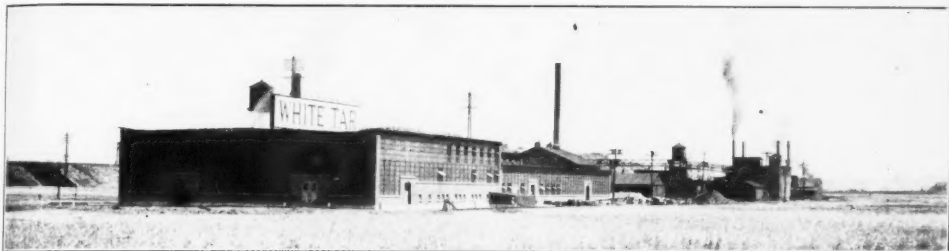
NEW YORK

Say you saw it in SOAP!

## Koppers Buys White Tar

White Tar Company of N. J., Kearny, N. J., was purchased by the American Tar Products Co., Pittsburgh, and the business was taken over late in November. The White Tar Co. is one of the oldest manufacturers and distrib-

through the larger research, manufacturing and distributing facilities which are now made available as a Koppers subsidiary. The American Tar Products Co. has plants throughout the country, controlling in addition to the White Tar Company, the Tar Products Corp.,



Main Plant and Office of the White Tar Co. at Kearny, N. J.

tors of naphthalene, moth preventives, disinfectants and insecticides. It has plants at Kearny, N. J., and Cincinnati, Ohio. Its sales offices will continue to be located at Kearny, N. J., while its general offices will be located in the new Koppers Building, Pittsburgh, along with other units of the Koppers organization.

The business of the White Tar Co. will be conducted along the same general lines as in the past, except that its field will be broadened

Providence, R. I., and the Koppers Products Co., Pittsburgh, both of which firms manufacture basic coal-tar products and finished disinfectants in bulk, and allied products.

Ralph Gretsch will continue as sales manager for White Tar and E. W. Van der Wolk will be in charge of production in place of H. W. Hamilton, who goes to Pittsburgh as assistant general manager. J. N. Forker, head of American Tar Products, will also be president of the White Tar Co. with S. H. Bell,

# SOAP POWDER

Special light aerated powder

In barrels or cartons for the trade under private label.

# SCOURING POWDER

In barrels or sifter top cans under private label.

Also manufacturers of

**Scouring Soap**

(in cases)

**Oil Soap**

(in barrels or cans)

**Blue Mottled Soap**

(in cases)

**Hard Water Soap**

(in cases)

**Drain Pipe Solvent**

All made to meet your individual requirements.

Let us discuss them with you.

**M. SCHNEIDER & SONS**

A name backed by 125 years of continuous soap manufacture.

419 Hamilton Ave.

Brooklyn, N. Y.

*Improved!*  
Water Soluble

**SPRAYS**



A  
Real Feature  
for Theatre  
**SPRAYS**

**GIVAUDAN-DELAWANNA**  
Water Soluble  
**OILS**

The necessity of Alcohol  
permits can be eliminated  
by the use of our Water  
Soluble Oils for Theatre  
Sprays.

*Special Odors Created*

**GIVAUDAN-DELAWANNA**  
INCORPORATED

101 FIFTH AVE.

NEW YORK CITY



Say you saw it in SOAP!

also of American Tar, as general manager. The board of directors will consist of J. N. Forker, S. H. Bell, S. H. Fields, D. M. Gilmore, Ralph Gretsche, H. W. Hamilton, and W. G. Hunt.

Nova Oil & Mop Company has started to manufacture a line of soaps and liquid polishes in Montreal, Canada. The plant is located on Poupard Street. J. Sullivan is the president of the new company.

Edward Boyle, Limited, Montreal, is constructing an addition to his plant for the manufacture of soaps and liquid soaps and other toilet goods.

### Insecticide Market in Java

Java should be one of the best markets in the world for American insecticides, for the number and variety of the insect pests in Java is very large. The low purchasing power of the natives, and small percentage of European population keep sales low, where they will probably remain until cheaper insecticides can be provided. Liquid insecticides are used, but are more expensive than the punk-coils which are burned, and are so at a disadvantage in competition. Another drawback is that few

houses are screened, making a continuous use of the spray necessary. The Shell Oil Company makes a liquid insecticide that competes strongly with imported brands. The table given shows total imports:


Country of Origin	1926 Guilders	1927 Guilders
Netherlands .....	14,572	28,059
Great Britain .....	52,754	42,041
Germany .....	50,105	61,852
United States .....	75,869	103,249
Japan .....	138,647	143,097
China .....	121,208	131,837
All other countries.....	34,128	25,595

Total ..... 487,283 535,740  
(1 Guilder = \$0.4011 United States currency)

### September I & D Exports Smaller

Exports of liquid household insecticides from United States during September, 1929, totaled 756,946 lbs., worth \$225,694, with additional shipments of 118,262 lbs. of powdered and paste products, valued at \$23,768. Exports of disinfectants, deodorants, germicides, antiseptics and similar preparations totaled 113,137 lbs., worth \$17,007, during September, 1929. In September, 1928, the total

*Barrett  
Standard*

**POLAR**  
  
**NAPHTHALENE**  
**Flake . . . Ball**

The *Barrett* Company



40 Rector Street

New York, N. Y.



## No loss of strength when AMERSEALS are used . . .

Study the products pictured above. It is obvious that loss of strength would greatly decrease their efficiency—and their repeat sales. Significant then, is the fact that Amerseal Caps are relied on by the manufacturers concerned to safeguard these products against leakage, evaporation and deterioration.

And even more significant is the fact that other well-known products containing from 5% to 98% alcohol are efficiently safeguarded by Amerseal Caps. All these packages are shipped from one end of the country to the other—jolted about in freight cars and trucks—turned on their sides and



upside down—all with absolute safety. The outstanding efficiency of Amerseals in meeting these conditions is best substantiated by the fact that the manufacturers continue to use Amerseal Caps in ever-increasing quantities from year to year.

If you are facing an evaporation, leakage or deterioration problem—if you manufacture products containing volatile ingredients—let us demonstrate to you how effectively, attractively and economically Amerseal Caps can be employed in your packaging.



A quarter turn to the right applies the Amerseal Cap. The lugs, formed to fit the contour of the glass threads, draw the cap down and effect a tight uniform contact around the complete top edge of the container finish.

### THE AMERSEAL CAP AMERICAN METAL CAP COMPANY 2 Summit Street Brooklyn, New York

Eighteen Branch Offices to Most Efficiently Serve You

Atlanta	Cleveland	Louisville	Philadelphia
Baltimore	Detroit	Minneapolis	Pittsburgh
Boston	Houston	Newark	Rochester
Chicago	Los Angeles	New York	St. Louis
San Francisco		Seattle	

Say you saw it in SOAP!

exports of all household insecticides, disinfectants and allied products amounted to 1,400,435 lbs., worth \$394,105.

American Agricultural Chemical Company, New York, has arranged a group insurance plan by which each of its permanent employees may be insured for \$1,000 without medical examination. This insurance is open to all who have been with the Company for one year or longer, and already 91 per cent of the eligible employees have taken advantage of the plan. They are paying 60 cents a month for the insurance, the rest being paid by The American Agricultural Chemical Company.

*Markets for American Toilet Preparations.* No. 86 of the Department of Commerce Trade Promotion Series, has recently been prepared by the Bureau of Foreign and Domestic Commerce, and may be obtained from the Superintendent of Documents, Washington, for 15c a copy. This bulletin is a survey of the world markets for toilet preparations, and contains interesting graphs, tables and maps. The requirements in selling toiletries in foreign markets are taken up in detail.

## Opportunities for Export

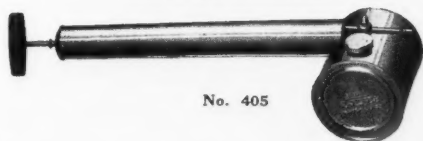
The following opportunities for export of American soaps and allied products have come to the Bureau of Foreign and Domestic Commerce, Washington, D. C. American manufacturers can secure the full details of the inquiries by communicating with the Bureau, care of the Department of Commerce. Be sure to mention the number of the Foreign Trade Opportunity in writing.

41,860	Disinfectants	Germany	Agency
41,860	Toilet soaps	Germany	Agency
41,931	Polishes	Scotland	Either
42,004	Cleaning compounds	Canada	Either
42,042	Toilet and laundry soaps	Syria	Either
42,071	Soaps	Canada	Agency
42,071	Insecticides and disinfectants	Canada	Agency
42,144	Cleaners, polishes and wax	Canada	Purchase
42,144	Disinfectants and insecticides	Canada	Purchase
42,205	Cosmetics and toilet preparations	Denmark	Agency
42,290	Insecticides	Argentina	Either
42,273	Soaps	Germany	Agency
42,287	Toilet and Shaving Soaps	Brazil	Purchase

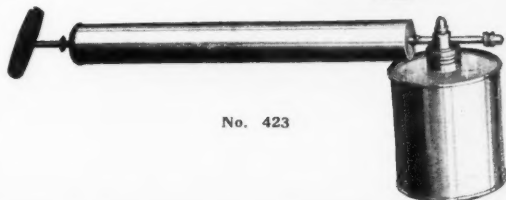
## A Pattern for Every Purpose

Many leading insecticide Manufacturers and Distributors have found the exact pattern for their purpose in the Hudson Line. It offers an unusual assortment of styles and types, with capacities ranging from 5 ounces to 100 gallons from which to choose.

### HUDSON CONTINUOUS SPRAYERS



No. 405



No. 423

### HUDSON FOG SPRAYER The Perfect Vaporizer



Patented  
No. 303

### HUDSON SIGNAL DUSTER



No. 660

Proved quality, outstanding individuality, and efficient performance guarantee proper application of your product. Write today for information about your particular problem. Our engineers will be glad to counsel with you. Send for special catalog showing our complete lines of Sprayers and Dusters.

## H.D. HUDSON MANUFACTURING CO.

589 East Illinois Street  
North Pier Terminal Building  
CICAGO, U. S. A.

New York San Francisco Omaha, Nebr.  
147 Chambers St. 7 Front St. 917 Farnam St.  
Philadelphia Kansas City Minneapolis  
Dela. & So. Sts. 1222 W. Twelfth 324-3rd Ave., N.

# LETHANE

(Pat. App. For)

## Synthetic Insecticidal Bases

Under the name **LETHANE** we offer a series of new, organic compounds of proven insecticidal value. The **LETHANE** products possess definite advantages in quality, uniformity and economy which mark the beginning of a new era in the scientific manufacturing of contact and fumigatory insecticides.

Office  
222 W. Washington Sq.  
Philadelphia, Pa.

**Röhm & Haas Co., Inc.**

Works  
Bristol, Pa., and  
Bridgesburg, Pa.



## A CONTAINER WITH EVERY BLOCK— *at no extra cost!*

Our patents and copyrights are pending on a container that may be used once and thrown away.

*Write for Particulars!*



**PURITAN CHEMICAL COMPANY**  
ATLANTA, GA.

Say you saw it in SOAP!

## New Insecticide Patents

**No. 1,731,677.** Insecticide and Process of making the Same. Patented October 15, 1929, by Robert Graham Mewborne, of Albuquerque, New Mexico, assignor to Consumers Tobacco Company, Albuquerque, New Mexico, a Corporation of Delaware. Filed October 6, 1925. Serial No. 60,738. Renewed January 13, 1928. The herein described process which comprises admixing tobacco with a dehydrating agent and pulverizing the mixture to produce a dusting powder, holding the original nicotine content substantially free.

**No. 1,732,240** Insecticidal Solution. Patented October 22, 1929, by Alan W. C. Menzies of Princeton, N. Jersey. An insecticidal composition comprising an aqueous solution containing about 0.5% sodium fluoride and about 0.2% of sodium taurocholate and sodium glycocholate.

**No. 1,730,626.** Composition of Matter. Patented October 8, 1929, by Edmund Re-tailliau of University City, Missouri. A composition of matter composed of phenol .35, soap 1.8, zinc oxide 4.2, ammonium sulforicinate 6.0, lithopone 13.0, citronella oil .1, glycerine 1.8, calcium carbonate 27.0, gelatine 4.0, aqua ammonia .125 and water

41.625, all percentages by weight and thoroughly mixed together.

The proposed merger between Continental Can Co., of New York, and Owens-Illinois Glass Co., of Toledo, Ohio, to form Continental Containers, Inc., a holding company, has been called off for the present in view of the changed aspect of the stock markets. The directors felt it unwise to make any stock offer in the present unsettled market. The new company was planned to have a total of 5,000,000 shares of stock, and was to have acquired the stocks of the two companies by exchanging on a share-for-share basis.

Economy Engineering Co., Chicago, manufacturers of Red Rockers, which are portable rocking stands for drums, are now jobbing their equipment through sanitary products manufacturers. In some cases these are being distributed without cost to large buyers of disinfectants, insecticides, etc., and in others are handled as a jobbing side line.

Hercules Powder Co. reports a good increase in net profits for the first nine months of this year as compared with the same period in 1928. The net for this year was \$3,236,190, up to Sept. 30, as against \$2,820,112.

# FRESIA

## *a special odor for* Liquid Soaps

Flowery and refreshing, this unusual odor stands up particularly well in liquid soaps. It is completely soluble and is economical to use. May we submit a sample?

Also Special Odors For  
Cake Soaps — Sprays — Disinfectants &  
Paradichlorbenzene Blocks

## POLAKS FRUTAL WORKS

350 WEST 31ST STREET

NEW YORK

Chicago Office — 800 N. Clark St.

# quality!



## and Economy!

**CONCENTRATED** liquid soap of the finest quality—absolutely uniform and dependable because made under laboratory control. The finest obtainable ingredients and the most careful manufacturing assures the satisfaction of your customers. Huntington products sell better because they are better. You can build repeat orders on their unusual merit.

We will be glad to send you samples and prices on any Huntington products.

The HUNTINGTON LABORATORIES, Inc.  
Huntington, Indiana



*Liqua-San Liquid Soap and Dispensing Equipment for the trade.*



*Liquid Shampoo and Shampoo Base Soap, also Toilet Base Soaps.*



*Scrubbing Compounds for all types of flooring.*



*Liquid Waxes, Insecticides, dry or liquid, and many other products.*

# LIQUA-SAN

## The Liquid Soap

Say you saw it in SOAP!



U. S. Insecticide Exports Decline 13%

Exports of household insecticides from United States during the first eight months of 1929 had a total value of only \$2,536,000, as compared with \$2,907,000 during the same period of 1928, according to Department of Commerce figures. This represented a decline of 13%. The outstanding feature of the trade during the period was the large increase in shipments to Germany, which was the principal consumer during the 1929 period. Shipments to Argentina, which led the consuming field in 1928, fell off considerably, due to the fact that the market was overstocked in 1928. United Kingdom, Canada and Cuba were the largest buyers, after Germany, each taking over \$150,000 of material.

The following table shows the value of exports of household insecticides from the United States to foreign countries during the first eight months of 1928 and 1929:

Country	1928	1929
Germany .....	\$123,000	\$301,000
United Kingdom ...	200,000	174,000
Canada .....	116,000	165,000
Cuba .....	164,000	152,000
Italy .....	256,000	145,000
France .....	124,000	130,000

Argentina .....	532,000	123,000
Venezuela .....	67,000	103,000
British India .....	124,000	99,000
Colombia .....	94,000	89,000
Other countries .....	1,107,000	1,055,000
Total .....	\$2,907,000	\$2,536,000

Tunisian Insecticide Market

The swarms of flies, mosquitoes, and other insect pests that add to the discomforts of a hot Tunisian summer have made the spray insecticide a practical necessity, and at the present time there are several products competing for a share of the local business. The demand for spray insecticides in Tunisia rises during the summer months, reaches its peak in July, steadily decreases until late autumn, and remains low in winter. The first brands to gain a foothold were American products, packed in France, and most appreciated locally because of their perfume. American exporters of spray insecticides, desirous of exploiting French North African market, should consider the advantages of having a desirable agent-general with headquarters in Paris who would be able to cover the French market and at the same time guide the efforts of suitable agents in French North Africa.

A



ERZONATOR BLOCS «» the blocs that "perfume to the last crystal" «» Aerzonator Distinctive Containers «» Also Neutrodor Urinal Blocettes and Aerozone Crystals



Made by the world's largest manufacturer of deodorizing blocs in shapes and sizes to fit any container. Packed for you under your private label.

Handsome metal containers in White Enamel, Porcelized, Oxidized or Nickel-plated finish are furnished with jobbers' nameplate.

Neutrodor Urinal Blocettes and Aerozone Crystals packed in colorful lithographed containers with your imprint « » handsome packages which help sell the product.

Glad to give facts and prices!

U. S. SANITARY SPECIALTIES CORP.  
435-41 South Western Avenue  
CHICAGO, ILL.

# TAR ACID OIL

20% 25% 30% 36%

Naphthalene Free — White Emulsion

## SPECIAL OILS

for making DISINFECTANTS complying in

BENZOPHENOL CONTENT

with the

FEDERAL CAUSTIC POISONS ACT

THE DOMINION TAR & CHEMICAL CO.

LIMITED

424 CANADA CEMENT BUILDING

MONTREAL, QUEBEC

# MORTEX Theatre Spray

Can deliver either in concentrated form, or ready to use in several different odors, including ROSE, VIOLET, JASMINE, ORIENTAL AND fancy French BOUQUETS. Since we make a specialty of these theatre sprays and produce them in large quantities, we can quote very attractive prices.

*Shall we send samples together with information?*

**A. SREBREN & CO.** 247 E. ILLINOIS ST.  
CHICAGO, ILL.

Say you saw it in SOAP!

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## I. & D. M. A. Convention

(From Page 98)

served us for two consecutive terms as our chief executive. It has been a very real pleasure to work with Mr. Hamilton. He has had a sympathetic understanding of our needs, a great capacity for service to our members, and has shown marked ability and judgment in shaping our destinies. It has been during his term of office that we have been confronted with some of our gravest problems, yet under his wise guidance these difficulties have been overcome and today the Association is more prosperous, more influential and in a sounder financial condition than it has ever been in its history. Such a record of achievement is one of which any man might be justly proud. Mere thanks can never repay Mr. Hamilton for all he has done. His is the satisfaction of work well done, and as he embarks on his new undertaking early in the new year our best wishes go with him for an abundance of health, happiness and prosperity, as well as a lasting gratitude for all that he has meant to the Association and its members, collectively and individually.

It is the recommendation of your Secretary that the Association by formal vote express its thanks to the MacNair-Dorland Company, publishers of our official organ, not only for the general excellence of its publication but for the personal interest Mr. MacNair and Mr. Dorland take in all we plan and do. It is further recommended that Soap be continued as our official organ throughout the coming year. We are also indebted to the Oil, Paint and Drug Reporter, Drug Markets, Chemical Markets and Drug Trade Topics for the space accorded to us, and to the various trade associations which have extended us their cooperation throughout the year. The Proprietary Association, to whose bulletin service we subscribe, has given us valuable and timely information concerning proposed and pending legislation at the state capitals and at Washington, and it is recommended that the arrangement we have with them be continued in 1930.

At this, the close of fifteen years of Association service, in one capacity or another, it is hoped that the work of your Secretary with you and for you has been such as to merit your approval.

HARRY W. COLE, Secretary.

The president then appointed the resolutions committee which was composed of Wallace Thomas of Gulf Refining Co., Evans E. A. Stone of William Peterman, Inc., and Peter Dougan of Merck & Co. The selection of the nominating committee by election from the floor was then made, the following being chosen, C. C. Baird, chairman, Fred Hoyt, J. L. Brenn, Charles P. McCormick, Peter Dougan.

Dr. Robert C. White then suggested that it would be advisable for all past presidents to be linked with the Board of Governors in an official capacity in order to avail the organization of their experience and counsel after their respective terms of office had expired. It was pointed out by Dr. White that it would be much easier for the Board of Governors to secure a quorum at meetings if all past presidents were automatically made members of the Board to serve during the time they remained active members

# VOGEL



## Disinfecting Drip Machines

Copper-plated finish  
with plain tin insides

Made in special finishes  
if ordered in quantity lots

Our own design, combining the best features of all styles now in use. A simple and substantial machine, entirely automatic and positive in operation. Size: 4 inches in diameter, 10 inches high.

**With reversible copper bottoms for either front or back drip.**

Also Manufacturers of

**Shaker Top Cans**  
for paradichlorbenzene crystals

**Insecticide Sprayers**

**Holders for  
Deodorizing Blocks**

Write us about your requirements and we will gladly give detailed information, including prices, without any obligation on your part.

## William Vogel & Bros.

Incorporated

"IN BUSINESS OVER 50 YEARS"

37-47 SOUTH 9th STREET  
Brooklyn, N. Y.

# You May Have Good Ammunition



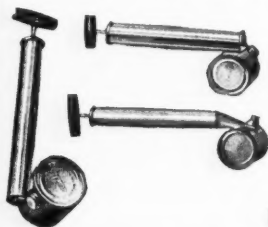
But What About  
*The* **GUN?**



Your product may be first class in every respect and yet fail to give 100% satisfaction because of an imperfect sprayer. The better the sprayer the better they like your product.

## ACME Sprayers Cover Every Need

Our fifty years' experience assure you of the best sprayers. That money and skill can produce. Every sprayer we ever sold carried a money-back guarantee, and our ever-expanding business gives evidence of the unquestioned superiority of the ACME line.

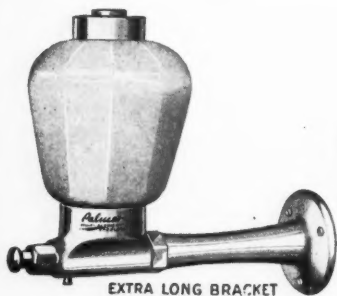


### Four Great Improvements

—feature our No. 200 sprayers—a Drip cup which keeps the liquid from dripping on the floor or person; air and spray tubes co-ordinated to produce a mist or fog that hangs in the air longer; special processed leather plunger cup takes hold instantly and gives full volume; vent in can screw prevents siphoning when not in use. Remember, if we haven't the sprayer your product calls for, we will make it for you.

Write for samples and prices.

POTATO IMPLEMENT COMPANY, Dept. 34, Traverse City, Mich.



EXTRA LONG BRACKET

*Palmer's*  
MULTI-SERVICE  
PRODUCTS

## Liquid Soap Dispensers

Guaranteed Equipment for Every Kind of Installation

**Fool-Proof — Mechanically  
Perfect—Substantially Built**

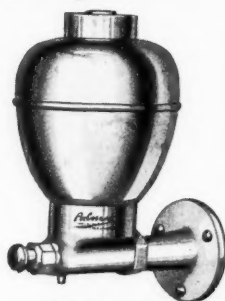
### Exclusive Bowl Replacement Feature

Permits replacement of broken glass bowls without removing bracket from wall although bowls in service are just as securely attached to bracket as though cemented in.

Opal—Clear Glass—Metal Bowls Interchangeable

*Palmer's*  
**PRODUCTS INC.**  
WAUKESHA, WIS.  
Adjacent to Milwaukee

New York Branch—149 Water St.



METAL BOWLS

Say you saw it in SOAP!

of the Association. An alternative plan, proposed by E. A. Stone, provided for the formation of a Senior Council of past presidents as an advisory group without voting powers. The matter was referred to the resolutions committee.

John Powell, chairman of the membership committee, read his report pointing out that ten new member firms had joined during the year. F. A. Hoyt then gave the report of the trade ethics committee.

Peter Dougan read the report of the disinfectant committee, outlining some of the troubles which are encountered by a disinfectant producer entering this field where a standard product is so difficult to define. The report of the insecticide standardization committee was given by Dr. Charles Peet, Rohne & Haas, Inc., who spoke on the biological and analytical methods of testing insecticides. He pointed out that the analytical method is satisfactory if insecticidal strength of the product is known, but that all new materials should be first subjected to careful biological tests. Dr. Peet advocated an enlarged committee to suggest a standard method of evaluating insecticidal strength. This was put as a motion, passed, and referred to the resolutions committee.

J. P. Jordan, of Stevenson, Harrison & Jordan, then spoke on the co-ordination and

reward of responsibilities in business. He pointed to one of the ills of present business organization, the placing of unfit relatives in executive positions. Dr. William Dreyfus then read the report of the disinfectant standardization committee. This was followed by an exhibition of the industrial use of sound moving pictures by courtesy of Electrical Research Products, Inc.

John Powell then moved that the next mid-summer meeting be held at the Edgewater Beach Hotel in Chicago at a time to be decided on by the Board of Governors. This motion was carried. A preliminary report of the resolutions committee was then given by Evans E. A. Stone. It was recommended to enlarge the publicity committee to broaden the scope of its work, and also to enlarge the insecticide standardization committee as suggested by Dr. Peet. Another resolution proposed to amend the by-laws so that "all past-presidents who are members in good standing," will be included on the Board of Governors automatically without the necessity of election. This will be presented to the members in an official bulletin, and will probably be acted on at the 1930 summer meeting.

The morning session on the second day of the convention opened with the report of the National Insect Killing Week Commit-

## HEXSOL

(Cresol Compound, Technical)

A permitted disinfectant for use in the disinfection of cars, boats and other vehicles and premises that have contained live stock affected with a communicable disease.

## HEX CRESYLIC ACID

97/99% Pale

98/99% Special

95/97% Dark

*Prices and samples of these products on request*

## TAR PRODUCTS CORPORATION

REFINERS AND MANUFACTURERS

**Providence, R. I.**

OFFICE: New Industrial Trust Bldg.

NEW YORK OFFICE: 120 Broadway WORKS: East Providence, R. I., and New Haven, Conn.





## Disinfecting Containers

WE SPECIALIZE in the manufacture of *Deodorizing Block Holders* and other containers for disinfecting materials. All goods made to your order to meet your particular requirements—finished in Oxidized Copper, Nickel Plate, White or Green Enamel.

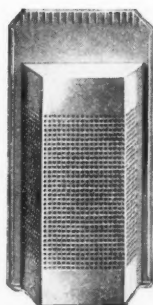
*Send us your inquiries for price information.*

**THE BURROWS METAL MFG. CO.**

*Established 1852*

572 Greenwich Street

New York City



## DEODORIZING CRYSTALS and BLOCKS

*"It's the Odor That Sells the Product"*

WE HAVE A NUMBER OF VERY INTERESTING FLORAL  
AND BOUQUET ODORS FROM WHICH TO SELECT.

*A Few of Our Leaders:*

AMERICAN THISTLE .....	\$5.00 lb.	ORIENTAL NO. 88 .....	\$5.00 lb.
CARNATION NO. 50 .....	5.00 lb.	ROSE FLOWERY NO. 158....	5.00 lb.
FOREST BOUQUET NO. 42..	4.00 lb.	ROSE HEAVY NO. 99 .....	5.00 lb.
LILAC NO. 777 .....	3.50 lb.	TREFLE NO. 157 .....	6.00 lb.
NEW MOWN HAY NO. 75 ...	5.00 lb.	VIOLET NO. 108 .....	8.00 lb.
WILD FLOWERS .....	\$5.00 lb.		

Only one pound is required to perfume 100 pounds of paradichlorbenzene.

Member



*Samples upon request*

**P. R. DREYER INC.**

26 CLIFF STREET

NEW YORK

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tee, delivered by John Powell, chairman. Charles McCormick moved that the Association pay the deficit of \$612.66 reported by Mr. Powell. A general discussion of National Insect Killing Week followed in which it was suggested that the scope of the week be broadened to include disinfectants and other products, as well as insecticides. It was also suggested that the stickers and publicity material sent out be so designed that manufacturers will be able to include some reference to their own particular products. Another suggestion was that the date of the week be set forward in the season to April or May, so that makers of moth proofing compounds and other insecticides than fly sprays would take a greater interest in the movement. The objection raised to this suggestion was that it would entail premature displays of insecticides in retail stores which would not sell too early in the season and so would discourage dealers. Charles McCormick moved that the Week be continued, and this motion was carried.

Dr. P. D. Dunbar, Asst. Chief of the Food, Drug and Insecticide Administration, outlined the attitude of the government in enforcing the insecticide act, speaking of the Association as a natural ally of the government in proceeding against fraudulent products which bring the whole industry into disrepute. He urged

manufacturers of insecticides to cooperate with inspectors in the matter of factory inspection so that the officials will not have to resort to purchases of samples in the retail market. He assured the producers that there was no desire on the part of government agents to pry into trade secrets.

Major L. D. Weld of H. K. McCann Co., addressed the meeting on the need of more carefully evaluating markets in distribution of retail products. He outlined methods for preparing a general buying power index and also particular buying power indices for certain items. He pointed out that general buying power is related to the size of insecticide sales and that other factors, such as heat and rainfall, also have a close relation to sales. He advised the industry to pool its sales figures through a confidential source, so that the size, importance and saturation of markets might be ascertained. Discussion of the desirability of pooling sales figures followed the address. It was reported by Wallace Thomas, chairman of the committee on Department of Commerce relations, that any figures prepared by the government would have to be published by them and would be available to any person interested. It was felt by some present that this would hurt the present manufacturers, and the opinion of Evans E. A. Stone was that it would be very



## PRICED SO LOW YOU CAN GIVE IT AWAY!

Enormous demand has enabled us to price the Perfection Push-up Dispenser so low that you can give it away to your trade. Many jobbers do!

The illustration only hints at the substantial non-corrosive White Metal construction . . . the fine mechanism (plunger controlled by piano wire spring, which forces check valve to close accurately, preventing leakage of soap) . . . the handsome heavy moulded glass globe of the Perfection Dispenser. Qualities never before incorporated in a low-priced device.

For heavy duty . . . we make four other types of individual Soap Dispensers and Soapier Gravity Liquid Soap Equipment adequate for all requirements (consisting of exclusive, patented, fool-proof Soapier Hexagon Valve, illustrated to the left, serving each basin, supplied by tanks installed at an elevation.

[Just developed hand-some 2½ gallon Square Porcelain Soap Tank.]

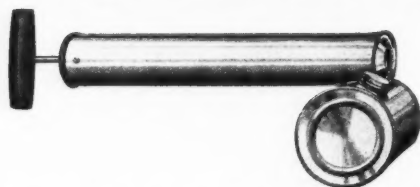
Send for Special Gross Lot Offer on Perfection Dispenser. There's no obligation in requesting facts.



**U. S. SANITARY SPECIALTIES CORPORATION**

435 So. Western Avenue, Chicago, Illinois

# There is no Substitute for the NU-DAY



THE NU-DAY Sprayer is the outstanding pattern for the application of household insecticide. Complete vaporization, non-syphoning and dripless at any angle are the features which make the NU-DAY Sprayer supreme. Correctly designed to produce the greatest volume of vaporized insecticide with the least effort. The NU-DAY Sprayer is a development of ideas accumulated in thirty years of sprayer manufacturing.

## LOWELL SPRAYER CO.

LOWELL, MICH.

U. S. A.

---

Will you MODERNIZE your FLYSPRAY  
for the 1930 season?

The trend in Fly Spray odors is distinctly away from low priced aromatic chemicals toward more pleasing bouquets. When these insecticide products were used largely around barns, cattle sheds, etc., cheap odors were satisfactory. Now that their main use is in the home improvements in perfumes are natural to expect. May we work with you in connection with your 1930 requirements? We have the knowledge and facilities to produce real business getting odors for you. Make your product stand apart this next season!

*Perfumes for All Sanitary Products*

**NEUMANN-BUSLEE & WOLFE**

(INC.)

MERCHANTS-IMPORTERS-MANUFACTURERS

224-230 WEST HURON STREET

CHICAGO, ILLINOIS

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Say you saw it in SOAP!

difficult to get manufacturers to divulge sales figures to any one. At the suggestion of Mr. Thomas, the committee was discharged and the subject laid aside.

**D**ISCUSSION of the standardization of liquid soap was started by outlining the action of the committee of the American Standards Association in attempting to establish a standard for liquid soap. It was pointed out that no member of the committee was familiar with the manufacture of soap until the appointment of J. L. Brenn of Huntington Laboratories who suggested that the matter of standard liquid soap should be submitted to the industry. The committee of the American Standards Association decided to accept U. S. Government specification No. 27 as a tentative American standard, Mr. Brenn reported, and suggested that the Bureau of Standards and the Insecticide and Disinfectant Manufacturers Association should cooperate in a future revision as a matter of self protection for the industry. Dr. Dreyfus of West Disinfecting Co. and Russell Young of Davies, Young Soap Co., opposed the adoption of any standard for liquid soap, saying that this would give lower class soaps an advantage by classing them as a standard article if they could barely meet the minimum requirements. It was stated by others

present that a soap standard was going to be adopted whether the Association wanted it or not, and the suggestion was made that it might better be with Association cooperation. A motion by Mr. Brenn that a committee be appointed to cooperate in revising the standard was then passed.

The report of the scientific committee was read by Dr. E. Klarman of Lehn & Fink. Campbell Baird then read a paper on coal-tar mosquito larvacides in which he claimed that these products were highly superior to petroleum larvacides in speed of killing, effectiveness, and economy of use. Dr. Glassford of McCormick & Co., spoke on the chemical evaluation of pyrethrum. (These three papers will be published in full in an early issue of SOAP.)

Dr. Robert C. White, National Councillor of the Association on the U. S. Chamber of Commerce, reported on the meeting which he attended in Toledo. He suggested that a change in the postal regulations regarding the mailing of caustic poisons might be effected through the Chamber. Evans E. A. Stone moved that a committee be appointed by the Chair to draft such a resolution. Dr. Dreyfus then recommended that Dr. White be made National Councillor. Both were carried.

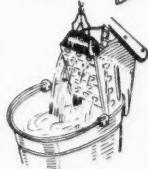
(Other committee and special reports will be published in subsequent issues.)

## IF YOU SELL JANITOR SUPPLY HOUSES AND JOBBERS then you should add the

### **WHITE** "Tymsaver" Mopping Outfit



No. 1



No. 2



No. 3



No. 4

to round out your line of floor cleaning equipment for janitors. Every janitor should have and wants one. The advantages of this outfit explained in the small sketches have proved to be the greatest time and labor savers and assure the user an easier and cleaner job.

It is the ideal mopping outfit made up of a 26-quart White Oval Mopping Bucket fitted with four high grade, easy running, rubber casters and a White Can't Splash Mop Wringer for use with 20 to 36 oz. mops.

We make a complete line of labor saving "Tools for the Janitor" and invite inquiries from those interested in offering a more extensive cleaning service to their trade.

**WHITE MOP WRINGER COMPANY**  
Fultonville, N. Y.

#### Special Tymsaver Features

**Toggle Joint No. 1**  
A slight pull on the handle of the wringer gives tremendous pressure to wring mops dry.

**Can't Splash No. 2**  
Extended lips direct water downward into bucket and prevents splashing onto floors.

**Oval Bucket No. 3**  
This shape gives more room for rinsing mop, carries easily — extra heavy construction.

**Casters No. 4**  
are of high grade rubber and not affected by water or alkali. Fastened with waterproof brackets.



# Efficient Disinfectants

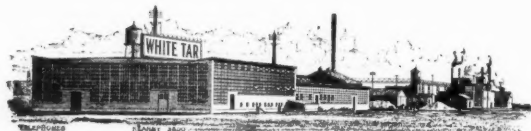
of unvarying high quality

Coal Tar Disinfectant  
Coefficient 2 to 20  
Selected Oils  
Good Emulsions  
that will not separate.

Manufactured by  
**The White Tar Company**  
of New Jersey, Inc.

Founded 1886

Belleville Turnpike, Kearny, N. J.



Liquor Cresolis Compositus, U.S.P.  
Hydro (cre) SOL, a cresylic and soap product.

AVAILABLE IN  
A CAN OR A CARLOAD

Write us about your requirements.



F.O.B.  
Works

Kearny  
New Jersey

Cincinnati  
Ohio

*now offering*

## WATER SOLUBLE ODORS

*for theatre sprays*

Lily Oriental — Rose — Verbena — Lilac  
Carnation — and others

*of the same quality as our regular line for*

**LIQUID SOAPS, DEODORANTS, SPRAYS, etc.**

These odors are fragrant, stand up perfectly and will last. They are priced reasonably. *Samples and quotations on request.*

*Do you want an individual odor in your products—something that is noticeable among competing sprays, deodorants, liquid soaps, etc. If so, tell us what type of perfume you want and we will originate something for your exclusive use.*

**GEORGE V. GROSS CO.** 30 OLD SLIP  
NEW YORK CITY

Los Angeles Office—782 South San Pedro St., M. B. ABRAHAM

Say you saw it in SOAP!



## Trade Marks Granted

(From Page 59)

No. 274,832. Published August 27, 1929. Class 4.

No. 263,913. A mixture of soap and other Detergent Materials. Beach Soap Co., Lawrence, Mass. Filed May 22, 1929. Serial No. 284,481. Published August 27, 1929. Class 4.

No. 263,918. Wax polishing compound. Diamond Wax Co., Jamesburg, N. J. Filed May 17, 1929. Serial No. 284,169. Published September 3, 1929. Class 16.

No. 263,921. Shaving cream. William A. Webster Company, Memphis. Filed April 10, 1929. Serial No. 282,214. Published August 27, 1929. Class 4.

No. 263,943. Insecticides. Sherwin-Williams Co., Cleveland. Filed July 5, 1929. Serial No. 286,660. Published August 20, 1929. Class 6.

No. 263,944. Insecticides. Sherwin-Williams Co., Cleveland.

No. 263,984. Cleaning and Polishing Liquid. Liquid Veneer Corp., Buffalo. Filed July 8, 1929. Serial No. 286,785. Published September 3, 1929. Class 16.

No. 263,999. Shaving Cream. Burma-Vita Co., Minneapolis. Filed July 11, 1929.

Serial No. 286,922. Published August 27, 1929. Class 4.

No. 264,000. Hand Washing Powder. J. L. Harris, Atlanta. Filed July 11, 1929. Serial No. 286,935. Published August 20, 1929. Class 4.

No. 264,001. Shaving Cream. William A. Webster Co., Memphis. Filed July 6, 1929. Serial No. 286,699. Published August 20, 1929. Class 4.

No. 264,002. Shaving Cream. William A. Webster Co., Memphis. Filed July 6, 1929. Serial No. 286,703. Published August 20, 1929. Class 4.

No. 264,079. Insecticides. Uniform Products Co., New York. Filed July 23, 1929. Serial No. 287,550. Published September 3, 1929. Class 6.

No. 264,095. Dental Creams. William A. Webster Co., Memphis. Filed July 19, 1929. Serial No. 287,388. Published September 3, 1929. Class 6.

No. 264,096. Disinfectant, Deodorant, and Insecticide. U. S. Specialties Corp., Chicago. Filed July 22, 1929. Serial No. 287,506. Published September 3, 1929. Class 6.

No. 264,108. Insecticide in Liquid Form. Andrew Wilson, Springfield, N. J. Filed July 11, 1929. Serial No. 286,967. Published September 3, 1929. Class 6.

de Haën's imported

## Sodium Fluoride

(95/97% Fluffy)

Extra fluffy, free running, and a uniform product. It is practically free from Sodium Silico Fluoride.

## Lilacine

A pleasing odor for fly-spray.  
Inexpensive. Economical.

## White Arsenic

"Silesia"

An imported product, free from objectionable metal-odor.

de Haën's imported

## Sodium Arsenate

## Thallium Sulphate

Samples on Request

CHICAGO  
217 E. Illinois St.  
LOS ANGELES  
683 Antonia St.

**Pfaltz & Bauer, Inc.**  
**300 PEARL STREET · NEW YORK**

CANADA  
359 St. James St.  
West Montreal

# P Y T H R E X

## A Concentrated Extract of Pyrethrum

We are ready to contract to supply Fluid Extract of Pyrethrum for the 1930 season. We can also supply Liquid Fly Spray or Insecticide, as well as Moth Spray, in bulk containers.

*Territories open for Brokers or Commission Men.*

**The Cino Chemical Products Co., 208-10 Main St., Cincinnati, O.**

**consistently  
dry . . . . .**

Any dry soap or ingredient which is adversely affected by moisture is safely shipped in Bemis Waterproof Bags. Of sturdy burlap, with waterproof lining, they keep contents consistently dry. Send for sample.

**Bemis Bro. Bag Co.**  
605 S. Fourth St.  
ST. LOUIS, MO.

# BEMIS

## WATERPROOF

# BAGS

## —INERTO AT WORK—

Bottlers of Peroxide will testify that INERTO not only is a distinct step forward in sealing this liquid, but that their customers have actually demanded INERTO liners for their distribution.

INERTO may solve your problems too. We shall be pleased to co-operate with your technical staff.

*Bottle Closure Specialists Since 1890*

**FERDINAND GUTMANN & CO.**

Bush Terminal No. 19,  
Brooklyn, N. Y.

METAL SCREW CAPS	DISTILLED WATER CAPS
SANISEAL METAL	CROWN CAPS
MILK CAPS	SPECIAL PURPOSE CAPS

# FLOOR WAX

LIQUID      PASTE      POWDER

**UNDER YOUR OWN LABEL**

We print the label

*Send for Samples and Quotations*

## WINDSOR WAX COMPANY

50 Church Street

Cortlandt 7670

Factory: 611-617 Newark St., Hoboken, N. J.

New York, N. Y.

Say you saw it in SOAP!

**No. 264,166.** Cleansing and Washing Powder. Henry & Henry, Inc., Buffalo. Filed July 24, 1928. Serial No. 270,081. Published September 25, 1928. Class 4.

**No. 264,234.** Tablets, Powder and Liquid Spray. Super Chemical Products Co., New York. Filed May 3, 1929. Serial No. 283,430. Published August 27, 1929. Class 6.

**No. 264,325.** Soap. P. Beiersdorf & Co., Inc., New York. Filed May 28, 1929. Serial No. 284,718. Published September 10, 1929. Class 4.

**No. 264,326.** Soap and Washing Powders. Iowa Soap Co., Burlington, Iowa. Filed June 3, 1929. Serial No. 284,944. Published September 10, 1929. Class 4.

**No. 264,329.** Deodorizing, Disinfecting, Cleaning and Chemical Compound. Millburn Chemical Co., Millburn, N. J. Filed February 8, 1929. Serial No. 279,055. Published September 17, 1929. Class 4.

**No. 264,352.** Mothproofing and Repellant Chemical. National Moth-Proofing Service, Chicago. Filed July 26, 1929. Serial No. 287,712. Published September 10, 1929. Class 6.

**No. 264,368.** Toilet and Bath Soap. Procter & Gamble Co., Cincinnati. Filed April 26, 1928. Serial No. 265,448. Published September 10, 1929. Class 4.

**No. 264,391.** General Household Cleaning and Polishing Preparation. Drackett Chemical Co., Cincinnati. Filed October 1, 1928. Serial No. 273,189. Published September 3, 1929. Class 4.

**No. 264,501.** Insecticides. Smith-Ernest Laboratories, New York. Filed May 15, 1929. Serial No. 284,088. Published September 17, 1929. Class 6.

**No. 264,502.** Insecticide. Ralph B. Randall, Seattle. Filed May 15, 1929. Serial No. 284,078. Published September 10, 1929. Class 6.

**No. 264,520.** Shampoo. Cole-Black Co., Los Angeles. Filed July 9, 1929. Serial No. 286,815. Published September 17, 1929. Class 6.

**No. 264,583.** Soaps for Toilet and Laundry. Paul Sapart, New York. Filed July 2, 1929. Serial No. 286,514. Published September 3, 1929. Class 4.

**No. 264,594.** Liquid Soap. Sinclair Refining Co., New York. Filed June 19, 1929. Serial No. 285,793. Published September 3, 1929. Class 4.

**No. 264,599.** Soaps. Manhattan Soap Co., New York. Filed June 4, 1929. Serial No. 285,030. Published September 17, 1929. Class 4.

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WHITE SPRIT, TURPENTINE SUBSTITUTE, PAINTS, VARNISHES, DISTEMPERS, SOAPS, INSECTICIDES, DISINFECTANTS, POLISHES, etc.

ONE POUND is sufficient to DEODORIZE 400 Gals. OF WHITE SPIRIT OR EQUIVALENT

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Allow us to quote you direct from the go-downs of Japan and the interior collecting centers of Dalmatia or on our spot stock.

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All Grades  
**CREOSOTE OILS**

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Brooklyn Trust Co. Bldg. Telephone Glenmore 7318-7319

Say you saw it in SOAP!

## Tallow Production

(From Page 27)

is taken in these totals of our large production of hog grease, bone and brown greases or garbage grease. It is entirely obvious, however, that the tallow production of the United States has not as yet been affected adversely by the reduced slaughtering of beef animals, unless, as may be the case, producers are now cooperating more closely in filing returns so that more complete tabulation of production statistics is possible. This is a plausible explanation of tallow production increase in the face of declining beef consumption.

Summarizing conclusions,—while smaller meat consumption which is common to other countries besides our own will curtail tallow production, and shifts in economic conditions in meat consuming countries will have a bearing on the tallow production of the future, no good reasons exist for assuming an inadequacy of tallow supplies in years to come. The replacement of animal fats by vegetable oils is possible to a much wider extent than it is practised at present in such industries as margarine churning and soap manufacturing. Possibilities for such substitution render remote the likelihood of a world scarcity of tallow at least for a great many years to come.

## Tariff Still Hangs Fire

(From Page 45)

tions to be prescribed by him, 7½ cents per pound, except that in the case of sulphured or foots, the duty shall be 3-9/10 cents per pound.'

"Page 2 in line 22 of said amendment strike out the word 'perilla' and add the following after the period: '. . . ' also on page 264, line 22, before the word 'and' insert 'palm.' Page 2, line 23 of said amendment, strike out line 23 of said amendment reading as follows: 'On page 273, strike out line 1,' and insert in lieu thereof the following: On page 273 line 1, after the words 'vegetable tallow' add the following: 'rendered unfit for use as food or for any but mechanical or manufacturing purposes by such means as shall be satisfactory to the Secretary of the Treasury and under regulations to be prescribed by him.'"

It has been suggested that soap makers again communicate with their senators in Washington and urge the adoption of the Copeland Amendment and the elimination of the Jones and Thomas amendments. It is further suggested that soap makers draw the attention of naval stores producers with whom they are in contact to the danger to rosin which lies in the present tariff situation.

## VOLUME THREE

of "SOAP"

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All of the monthly issues, from September, 1927, through August, 1928, bound substantially in blue cloth covered cardboard and stamped in gold. Each volume contains 1478 pages, as compared with 1088 pages in Volume 2 and 880 pages in Volume 1. One of these books will make a truly worth while addition to your library.

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TRI-SODIUM

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Colorless crystals . . . uniform size . . . sparkling appearance. Deliveries made from convenient distributing points. Packed in paper lined barrels of 325 pounds each and paper lined kegs of 100, 150 and 200 pounds each

**Bowker Chemical  
Company**

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Phosphates Factory at Carteret, N. J.



# SOAP MACHINERY

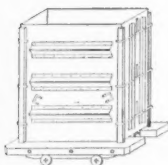
## SPECIALS!

## USED



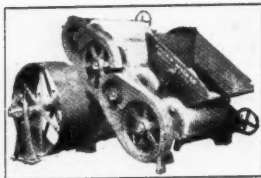
### DOPP CRUTCHERS

Sizes from 300 pounds to 3,000 pounds. All in best condition and guaranteed



### 40 ALL STEEL SOAP FRAMES

One straight lot of 40, all complete, in perfect condition. Dimensions—48" long x 14½" wide x 54½" deep.



### H-A SOAP MILL

This 4 - roll granite toilet soap mill is in A - 1 shape. Latest and largest size rolls.

**DRYERS**—Two Proctor & Schwartz Large Roll Soap Chip Dryers complete.  
Three Proctor & Schwartz Soap Chip Dryers with five Chilling Rolls.  
Devine Double Drum Vacuum Dryer.  
Proctor & Schwartz Bar Soap Dryers.  
Condon & Huber Soap Chip Dryers.

**SOAP CRUTCHERS**—Houchin-Aiken, Dopp & Doll Steam Jacketed Crutchers, 1000 lb., 1200 lb., 1350 lb., 1500 lb., 1800 lb., 3000 lb., 6000 lb. and 10,000 lb.

**SOAP PRESSES**—Jones Machinery Designing & Ralston Automatic Presses for toilet and laundry soap.  
Dopp, Crosby & Empire Foot Presses.  
Scouring Soap Presses.

**GRINDERS & MIXERS**—Day Jacketed Marshmallow Mixers, Pony Mixers, Talcum Powder Mixers, Rouge Mixers, Ointment Mill, etc.  
Schultz O'Neill Mills.

**SOAP CUTTING TABLES** — Houchin-Aiken Steel Automatic Table with self-spreader and extra headers.  
Wooden Tables with and without self-spreader attachments.

**SOAP SLABBERS** — Houchin-Aiken, Curtis-Davis Dopp & Newman's Hand and Power Slabbers.

**TOILET SOAP MILLS**—2, 3, 4, 5 and 6-roll Granite Soap Mills.  
Houchin-Aiken 4 and 5 roll Steel Mills.  
Buhler 3, 4, 5, roll Steel Mills.

**PLODDERS** — Houchin-Aiken, Rutschman & Allbright-Nell 6", 8" and 10" Plodders.  
**SOAP POWDER MACHINERY**—Blanchard No 10-A and No. 14 Soap Powder Mills.  
Broughton Soap Powder Mills.

Wms. Patent Crusher & Pulverizer.  
Sedberry Crusher, Grinder & Pulverizer.  
A-N 5x7 Crystallizing Rolls.

**FILTER PRESSES**—Sperry, Perrin & Shriver Cast Iron Filter Presses 12", 18", 24", 30" and 36".

International and Monopod Filters.  
**VARIOUS OTHER ITEMS**—Wm. Garrigue Glycerine Evaporators.  
Steel Soap Frames, 600 lb., 1000 lb., 1200 lb., 1500 lb., and 1800 lb. cap.  
Automatic Soap Wrapping Machines.  
Steel, Copper and Aluminum Kettles.  
Soap Remelters, Tube Fillers.  
Filling and Weighing Machines.  
Pneumatic Scale Corp. Can Filling Machine for cleansers etc.  
Brass Soap Dies for foot and aut. Presses.  
Soap Chippers, Scales, Motors, Amalgamators.  
Soap Racks, Bottle Filling and Capping Machines, Talcum Can Crimpers, etc.

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Our Forty Years of Soap Experience can help solve your Soap Problems.

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**For Sale**—Small soap factory in Middle West. Completely equipped for making cold made, half boiled, boiled and milled soaps. A-1 condition. In operation at present time. Reasonable. Address Box 450, care *Soap*.

**Soapmaker**—Chemist and practical soap maker with over twenty years' experience in the manufacture of toilet and laundry soaps with large companies. Can superintend entire plant. Furnish best references. Desire connection with progressive company. Box 438, care *Soap*.

**Formulas for Polishes, Cleaning Compounds, Hand Pastes, Liquid Soaps, Washing Compounds and Tablets, Automobile Specialties, Insecticides, Flavors, Toilet Preparations, etc.** Catalog and circulars free. H. Thaxly Co., Washington, D. C.

**For Sale**—Cheap. One Reilly steam pump specially built for cottonseed oil soap stock and other heavy materials. No. 11 size, 12" x 7" — 12". Address J. F. E., P. O. Box 13, Baxter Ave. Station, Louisville, Ky.

**Expert Practical Soap Maker and Chemist**, up to the minute in insecticides, disinfectants, and polishes. Forty years' experience and have built factories and given instruction in English, Spanish and French countries. Will give instruction in manufacturing and furnish formulas. Practical procedure plainly written in simple language. Terms reasonable. Address Knowledge, Box 451, care *Soap*.

Rates on grease, tallow and related products from Hastings and Grand Island, Neb., to Chicago and Milwaukee, which have been as high as 66c. per 100 lbs., must be reduced to a maximum of 50½c. per 100 lbs., as a result of the ruling handed down by Interstate Commerce Commission in the complaint brought by Hastings Chamber of Commerce, L. Kully and Rosenberg and Bolles & Rogers against Chicago & Northwestern Railway Company. The complaint alleged that rates on tallow products from Grand Island and Hastings were unreasonable as compared with rates from Lincoln and Norfolk, Neb. Besides lowering the rate the Commission provided for reparation with interest for the complaining shippers.

# COMPLETE SOAP PLANT in process of LIQUIDATION

Consisting of:

- 1—Soap Chip Dryer with Chilling Rolls.
- 2—Dopp & Doll Vert., 1000 & 1500 lbs. Crutchers.
- 1—Standard Foot Press.
- 2—Jones & Ralston Automatic Presses.
- 1—Ernest Scott Glycerine single effect Evaporator, complete with vacuum pumps.
- 8—Cast Iron, 12, 18, 24, 30 & 36 inches square, Shriver and Sperry Filter Presses.
- 50—600 & 1200 lbs. capacity Frames.
- 2—3 Roll Huber & HA Stone Mills.
- 1—4 Roll Rutchman Stone Mill.
- 4—Nos. 1, 2 and 3 Meade Mills.
- 1—Powder Crusher.
- 2—6" Single and Twin Screw Plodders.
- 2—Broughton Mixers.
- 6—J. H. Day Sifters & Mixers, sizes A, B, C, D, E & G.
- 4—Soap Powder Mixers.
- 4—Gas and Coal Boilers.
- 1—American Soap Wrapping Machine for 6, 8 and 10 oz. cakes, COMPLETE.
- 10—Duplex & Simplex Steam; Triplex and Rotary pulley driven Pumps.
- 2—Shabbers, 600 and 1200 lbs.. Hand and Power Driven.
- 10—Rotary Soap Pumps—1 to 4 inch.

BLOWERS - EXHAUST FANS - SHAFTING -  
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TANKS - PUMPS - STORAGE TANKS -  
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*Where to buy*

## **RAW MATERIALS and EQUIPMENT**

*for Soap and Disinfectant Manufacture*

NOTE: This is a classified list of the companies which advertise regularly in *Soap*. It will aid you in locating advertisements of raw materials, bulk and private brand products, equipment, etc., in which you are particularly interested. Refer to the Index to Advertisements, on the following pages, for page numbers. "Say you saw it in *SOAP*."

### **ALKALIES**

Diamond Alkali Co.  
Dow Chemical Co.  
Hooker Electrochemical Co.  
Mathieson Alkali Works  
Michigan Alkali Co.  
Niagara Alkali Co.  
Solvay Sales Corp.  
Stauffer Chemical Co.  
Warner Chemical Co.  
Welch, Holme & Clark Co.  
Isaac Winkler & Bro. Co.

### **BAGS**

Bemis Bros. Bag Co.

### **BULK AND PRIVATE BRAND PRODUCTS**

Baird & McGuire, Inc.  
Bobrick Mfg. Corp.  
Chemical Supply Co.  
Clifton Chemical Co.  
Davies-Young Soap Co.  
Harley Soap Co.  
Huntington Labs., Inc.  
Koppers Products Co.  
Kranich Soap Co.  
Palmer Co.  
John Powell & Co.  
Puritan Chemical Co.  
Geo. A. Schmidt & Co.  
M. Schneider & Sons  
A. Srebren & Co.  
Stevens Soap Corp.  
U. S. Sanitary Specialties Corp.  
White Tar Co.  
Windsor Wax Co.

### **CANS**

American Can Co.  
Continental Can Co.  
Metal Package Corp.  
William Vogel & Bro.

### **CHEMICALS**

American Cyanamid Co.  
Diamond Alkali Co.  
Dow Chemical Co.  
Federal Phosphorous Co.  
Grasselli Chemical Co.  
Hooker Electrochemical Co.  
Mathieson Alkali Works  
Mechling Bros. Chemical Co.  
Merck & Co.  
Michigan Alkali Co.  
Monsanto Chemical Works  
Newport Chemical Works  
Niagara Alkali Co.  
Parsons & Petit  
Philadelphia Quartz Co.  
Solvay Sales Corp.

Standard Silicate Co.  
Stauffer Chemical Co.  
Victor Chemical Works  
Warner Chemical Co.  
Welch, Holme & Clark Co.  
Isaac Winkler & Bro. Co.

### **COAL TAR RAW MATERIALS**

(Cresylic Acid, Tar Acid Oil, etc.)

American Cyanamid Co.  
Baird & McGuire, Inc.  
Barrett Co.  
Chemical Supply Co.  
Dominion Tar & Chem. Co.  
Wm. E. Jordan & Bro.  
Koppers Products Co.  
Monsanto Chemical Works  
Tar Products Corp.  
White Tar Co.

### **DECOLORIZING PRODUCTS**

Allied Active Carbon Co.  
Buffalo Electro Chemical Co.  
Darco Sales Corp.  
Industrial Chemical Co.

### **DEODORIZING BLOCK HOLDERS**

Burrows Metal Mfg. Co.  
Huntington Laboratories  
Palmer Co.  
Puritan Chemical Co.  
U. S. Sanitary Specialties Corp.  
William Vogel & Bro.

### **EQUIPMENT, MISCELLANEOUS**

Alsop Engineering Co. (storage tanks)  
George G. Rodgers Co. (conveyors, tube clips)  
Unity Sanitary Supply Co. (drip machines)

### **MACHINERY, LIQUID HANDLING**

Alsop Engineering Co.  
Mixing Equipment Co.  
Pneumatic Scale Corp.

### **MACHINERY, PACKAGING**

Battle Creek Wrapping Mach. Co.  
Johnson Automatic Sealer Corp.  
Package Machinery Co.  
Pneumatic Scale Corp.  
George G. Rodgers Co.  
Stokes & Smith Co.

### **MACHINERY, PROCESS**

William Garrigue & Co.  
Houchin-Aiken Co.  
J. M. Lehmann Co., Inc.  
Patterson Foundry & Machine Co.  
Proctor & Schwarz, Inc.  
C. G. Sargent's Sons Corp.  
Sowers Mfg. Co.  
Wurster & Sanger, Inc.

(Continued on Page 134)



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